



## 2015 Philips Korea Recruiting

### 1. Job Title: Training Manager

### 2. Description

<b>Sector</b>	Personal Health
<b>Job Title</b>	Training Manager
<b>Korean Title</b>	Kwajang - Chajang
<b>Function</b>	Sales
<b>Location</b>	Seoul, Korea
<b>Role Summary</b>	<ul style="list-style-type: none"><li>· Drive shoppers to buy Philips Brand at the store</li><li>· Ensure implementation of training strategy and programs to achieve business goals and realize our vision</li></ul>
<b>Key Areas of Responsibilities</b>	<ul style="list-style-type: none"><li>· Develop local training strategy and plan for Personal healthcare product in Philips</li><li>· Establish entire training program and tool with a deep understanding of shopper, market &amp; competitor</li><li>· Make technical or product oriented information easy to understand(development of impactful sales talk)</li><li>· Develop training manual by promoter's career level and sales channel trait</li><li>· Plan training schedule and execute training for field sales promoter</li><li>· Guide promoter to identify shopper's needs/types and match sales talk accordingly</li><li>· Allocate training resource base on business priority</li><li>· Manage field trainers(Currently 1 trainer as FTE)</li><li>· Carry out regularly mystery shopper research and lead into improvement actions</li><li>· Measure training effect and and deliver valuable implication for stakeholder</li><li>· Discuss/Coordinate with Sales &amp; Marketing internally and Dealer &amp; Retailer externally to achieve business goals</li></ul>
<b>Qualifications &amp; Requirements</b>	<p>Education:</p> <ul style="list-style-type: none"><li>· University Degree</li></ul> <p>Experience:</p> <ul style="list-style-type: none"><li>· Minimum 7 years of experience in training</li><li>· Preferably in Cosmetics or Luxury industry(High investment of training)</li><li>· Insight of product, brand and shopper/consumer</li><li>· Intensive contact and interaction with field sales promoter</li></ul> <p>Skills/Competencies/Attributes</p> <ul style="list-style-type: none"><li>· Ability to initiate, organize and attention to detail</li><li>· Presentation &amp; Communication Skills</li><li>· Negotiation and influencing others</li><li>· Passion for brand and use of new product</li><li>· Customer/People/Service oriented mindset</li><li>· Proactive, dynamic, flexible, open-minded and well groomed person</li></ul> <p>Others</p> <ul style="list-style-type: none"><li>· English is essential</li><li>· Proficient use of MS office(Especially Powerpoint)</li></ul>