



2015 Philips Korea Recruiting

1. Job Title: Training Manager

2. Description

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