



Caring for the world, one person at a time... inspires and unites the people of Johnson & Johnson. We embrace research and science - bringing innovative ideas, products and services to advance the health and well-being of people. Employees of the Johnson & Johnson Family of Companies work with partners in health care to touch the lives of over a billion people every day, throughout the world.

SENIOR MANAGER, GLOBAL CUSTOMER DEVELOPMENT

Location: Zug
Permanent: full time

Vogue International, a **Johnson & Johnson** Company, is an innovative consumer products business that distributes ground breaking hair care products to large retail chains around the world. These brands represent an innovative hair care business which is new to our Consumer Family of Companies and passionate about the marketing, development and distribution of salon-influenced and nature-inspired hair care and other personal care products. With several strong brands among its portfolio, including OGX® and MAUI MOISTURE®, the Vogue business is the cornerstone of Johnson & Johnson Consumer's hair care operations. Vogue International products are sold in more than 40 countries.

The post of **Vogue Sr. Manager, Global Customer Development** will be an important member of the Vogue global team and responsible for crafting & leading our Sales Strategy (GTM, RGM, Shopper & Category strategy) as well as direct P&L ownership of LATAM distributor business. The role will be based in Zug, Switzerland, reporting into the Global Growth Director.

YOU will be leading & developing a Distributor Manager based in Latin America. Together, WE can shape our distributor business in LATAM.



The responsibilities & the impact YOU will have:

GLOBAL RTM & BUSINESS MODELS

- Shape & champion global GTM models that's fit-for-market
- Partner with in-market commercial partners across the regions to help ensure last mile execution of the RTM models to deliver the profitable growth goals.
- Work closely with Global Marketing strategy lead to deliver E2E solutions for J&J Direct as well as Distributor models.

GLOBAL CD STRATEGY

- Lead global RGM program with implementation of key initiatives / programs to optimize in market profitability. Partner closely with stronghold Vogue markets (USA, CAN, UK, MX, PAC) to drive better cross-leverage of wins & opportunities.
- Steward global Shopper & Category growth agenda to drive incremental opportunities across priority markets, working closely with lead market USA.
- Ensure Vogue's representation in global customer discussions with J&J partners.

GLOBAL DISTRIBUTOR MODEL: CENTER OF EXCELLENCE

- Be the in-house authority on Distributor management across all global markets, improving our global support on the playbooks, models, with last-mile teamwork across in-market teams.
- Be responsible for the Vogue distributor business P&L in LATAM. Engage in understanding of the market and coach team on-ground to drive action across all 4Ps in order to deliver against the goals.
- Be the inspiring leader and process champion for white space market launches in line with Vogue's global priorities.
- Collaborate with diverse set of partners (Supply Chain, RA, Legal, others) to ensure smooth E2E execution.



We would love to hear from YOU, if you have:

Does the above speak to you and do you think you got what it takes? This is who we are looking for:

- You have 8+ years of sales & marketing experience in fast moving consumer goods industry.
- Consistent track record of sales leadership; regional/ global sales strategy experience is a plus.
- Distributor management experience is required with E2E understanding (GTM, portfolio, pricing, promotions, media impact in market).
- Lead with autonomy in ambiguity, with accountability of results.
- Ability to shape strategy while adhering to details for last mile impact.
- Strong financial acumen with deep understanding of P&L levers.
- Be a leader to coach & manage a team, building strong future leaders for J&J.
- Standout colleague with high degree of teamwork.



This is what awaits YOU at J&J:

- An opportunity to be part of a global market leader.
- A dynamic and inspiring working environment.
- Many opportunities to work on challenging projects and assignments.
- Possibilities for further personal as well as professional development.
- Many employees benefits.

If you feel attracted by this challenge and want to be part of a successful and growing organization with excellent working conditions then please send us your online application (CV, Motivation Letter, Working References etc.) by clicking [here](#).

Johnson & Johnson is an Affirmative Action and Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, age, national origin, or protected veteran status and will not be discriminated against on the basis of disability.