



# JUNIOR SALES & MARKETING MANAGER

Reporting to the Country Manager, you strongly contribute to support the commercial team in building and maintaining strong cooperation with Swiss Retail chains and wholesalers, to reach short and long-term objectives and to deliver sustainable business growth.

## Key Responsibilities

### Sales

- Support sales team with ongoing presentations and customer communication
- Stock level follow up and implementation of the core assortment strategy
- Support the International Sales team
- Support and ensure implementation of e-commerce strategy with the international digital manager
- Ensure monthly reporting, sales and distribution analyses, and gather relevant market intelligence datas.
- Support in business plan and budget definition
- Price List definition and communication to partners
- Independent visit and management of approx.. 10-15 POS to boost sell out in each door (in second phase)

### Marketing

- Monthly marketing planning, budget follow up and reporting for Swiss market
- Communication plan follow up and implementation
- Brand Merchandising implementation on the Point of Sales in local market
- Point of Sales animation through events or special exhibitions
- Training plan organization and follow up for all sales team and support
- PR Agency management and support

## Your Profile

- Bachelor of Science in Business Administration or equivalent, higher education
- Fluent in Swiss German and/or German and French with excellent proficiency in written and speaking, English as an advantage
- Sound understanding of business economics, marketing and sales with strong ability to multitask with great organizational skills
- Excel, Word, PowerPoint and strong ability to use advanced reporting tools
- Entrepreneurial personality
- Agile learner with strong action orientation and drive for results
- Team player with interconnected thinking capacity but autonomous development
- Structured thinking and figures analysis
- Organizational talent having an implementation- and solution-oriented approach
- High degree of initiative, individual responsibility, team spirit and flexibility
- Quality conscious and detail-oriented working style
- Mobile and willing to punctually travel around Swiss German part of Switzerland (Aargau, Basel) up to 20%

## Position

- Activity rate: 100% / Workplace: Saignelégier
- Availability: May 1, 2018 or by mutual agreement

Mrs. Yvette Erard is looking forward receiving your complete application documents only via [www.dksh.ch](http://www.dksh.ch).

## **About Maurice Lacroix**

Maurice Lacroix is based in Saignelégier, located in the Jura region, an area noted for its watchmaking prowess. The past 40 years, the Swiss watchmaking company has produced watches reputed for their high perceived value and attention to details. In 2006, the brand designed and developed its first in-house movement and over successive years this has grown to 14 in-house Manufacture calibers. The company has won over a dozen major awards for its watches over the years, with industry panels recognizing its design, ingenious creativity and craftsmanship. Maurice Lacroix watches are distributed to more than 1'800 points of sale. It continues to grow, based on a winning formula of quality, reliability, ingenuity and determination, expressed through fresher and high perceived value designs backed by patented technologies. The company relentlessly seeks to deliver a new perspective on time to reward and accompany consumers in their quest of success. It is this "Journey to Success" which is at the heart of the brand's culture. On July 1, 2011, DKSH, a Swiss company based in Zurich and the leading Market Expansion Services provider in Asia, acquired a controlling stake in the Maurice Lacroix group. With 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017.