



Oh, The Possibilities!

Moët Hennessy

CRAFTING EXPERIENCES

Moët Hennessy, the Wines and Spirits Division of LVMH, regroups twenty-five Maisons. Our vision is to lead the future of luxury Wines and Spirits from nature to communities.

For many years, with the ambition to pass on a better world to future generations, we have been committed to the Living Soils Living Together program structured around four key commitments: Regenerating our Soils, Mitigating our Climate Impact, Engaging Society, and Empowering our People. We are proud to promote a diverse, equitable and inclusive working environment for all.

As an employer, Moët Hennessy offers unique journeys throughout its global ecosystem, opportunities to develop new skills and grow professionally.

Job Mission:

Develop MH brands to the very top in respective sales area responsibility, hence relevant sales channels: High-Energy dining, HoReCa accounts, Bars & Lounges, national Hotel Chains, Gentlemen Clubs, C&C, Specialists, Department Stores but also regional & national wholesalers in close cooperation with Key Account Management.

General responsibilities:

- Manage all customer-related topics and services to achieve quantitative and qualitative objectives (distribution and visibility)
- Identify new consumer touchpoints and explore & gain new customer outlets, being relevant for our brands by respecting individual distribution strategies
- Build-up and foster a long-term customer relationship within respective sales area to achieve sales volumes and value targets

- Develop sales volumes and values as well as sustainable profitability within at customers within respective sales area
- Fully utilize given budgets and support instruments to reach own area targets in line with corporate guidelines and sales and customer segmentation strategy
- Professionally execute brand marketing activations, brand visibility and brand merchandising guidelines with respective customers
- Keep track of given budgets like A&P and T&E
- Professionally handle allocations, customer complaints, claims, approved returns and other supply relevant topics
- Be responsible for product training of customers and consumers
- Permanently supervise and report KPIs and competitor activities
- Professionally plan and execute customer visits including preparation, follow-up and documentation, applying sales and planning data
- Fully use and maximize utilization of all given sales force tools like ASPIRE and Qlik Sense
- Strongly collaborate and efficiently communicate with internal (e.g. Customer Service, Credit Management, Regional Sales Management) and external (customers) interfaces

On Trade customer specific responsibilities:

- Implement and creatively support customer events in close cooperation with brand guidelines
- Reach product specific goals such as listings, distribution expansion in line with channel strategy

Off Trade customer specific responsibilities:

- Negotiate and ensure best-in-class first and second as well as cross-merchandising and crosscategory placements in stores
- Execute brand marketing, brand visibility and brand merchandising guidelines on store level on and off-shelf
- Ensure right stock availability in right stores at right time and place via planning, order taking and implementation in line with customer agreements

PROFILE

Education:

- Bachelor Degree level education / Business Administration or related, emphasis for sales
- Professional experience & know how:
- Several years of experience in Sales in On Trade and/or Off Trade Field
- Luxury Affinity & W&S Interest
- deep market / product / outlet knowledge

Languages:

- Germany & English fluent written & spoken
- French preferable, any other language considered as a plus

Other skills & requirements:

- Proven capabilities in communication and negotiating
- Strong presentation skills and customer focus
- Profound MS Office skills
- Mobility – willing to consider an international career
- Driving Licence B
- Residence: Cologne / Bonn area

ADDITIONAL INFORMATION**Benefits:**

- 30+ days vacation
- Employee discounts for own products and corporate benefits
- Attractive Company car policy
- E-Bike Leasing and Coverage for Fitness
- Comprehensive training and an excellent working atmosphere and modern working equipment
- Opportunities for further training and (international) development within LVMH

Starting Date: 01.09.2023

In order to ensure the most objective assessment of skills and qualifications possible, we ask all applicants to submit their application documents without a photo. We are committed to equality and making the best use of the talents and diversity of all our employees. We provide equal opportunity for all individuals regardless of age, race, ethnicity, nationality, gender, including gender identity and expression, sexual orientation, disability, marital or civil partnership status, maternity, paternity and adoption leave as well as any other class protected by law.

Apply here →

**MH**