



Job description

Join NUXE GROUP and be a part of an exciting beauty experience.

NUXE GROUP now consists of 700 men and women that are evolving within a family company that became a well-established international Group over the past 25 years.

Each day, we build our prodigious brands with passion and audacity.

Our corporate culture is the reflection of our Group: dynamic, creative and committed.

The Irish subsidiary of the French beauty brand NUXE is looking for an:

AREA MANAGER

Permanent contract

NUXE, one of the leading French pharmacy skincare brands, is growing its Ireland subsidiary and is looking for an Area Manager (sell-in and sell-out) to join us in this new milestone for the brand.

You will be reporting to the Ireland Operations Manager and acting as a brand ambassador, you will be responsible for turnover development of pharmacies and chains in your area, sell-in and sell-out, including existing customers and new doors openings.

- Ensure a regular follow up of the customers and build strong relationship with them.
- Negotiate commercial conditions, in agreement with company policies.
- Negotiate brand shelf space and second site visibility in-store.
- Implementation of marketing plan to boost sell-out: new launches, promotions, merchandising, testers and samples.
- Training of POS team in-store and incentives to motivate them
- Organize in-store animations & eventing to interact with customer directly
- Following up on competitors' activities and category performance
- Attend sales meetings organised by Dublin office



PROFILE:

- At least 2 years in a similar role ideally within the beauty sector
- Fluent in English
- Proven negotiation and influencing skills
- Ability to deliver training
- Strong communication skills both verbal and written
- Proven capacity to build relationships with teams
- Driving license
- Competent IT skills (MS Office, Word, Excel)