



CHARTERED
PROFESSIONAL
ACCOUNTANTS
& BUSINESS
ADVISORS

AJC is looking for a **Country Manager** on behalf of its client Coca-Cola Europacific Partners Vanuatu Limited (CCEP). The company is a leader in one of the largest Fast-Moving Consumer Goods sectors in Pacific.

Key Responsibilities:

- To manage, protect and grow CCEP Sales in Vanuatu through their local distributors
- To direct, control and provide practical advice and assistance to CCEP on all matters relating to the Vanuatu Branch function on a weekly basis from Forecasting, Importing and Selling and distribution of their products in Vanuatu
- To motivate and manage the activities of the Branch to ensure sales growth and market shares in Vanuatu for the achievement of the key business objectives of CCEP
- To develop strong long-term business relationships, identifying business opportunities in all channels, and recommends proposals to grow their business
- Developing and implementing strategies to improve sales and service in all channels.
- Ensure The Coca-Cola Quality Systems (TCCQS), Environment, Food Safety, and Occupational Health & Safety (OHS) requirements and standards are upheld in all aspects of the role.
- Managing all risks and compliance issues in Vanuatu relative to CCEP interests
- Working with key stakeholders and relevant Government Ministries to compliance issues for CCEP

Requirements:

- 5 years' experience in a similar position
- Degree in marketing or business administration / studies
- Excellent verbal and written communication skills
- Quantitative analytical ability
- Technical affinity
- MS Excel, PowerPoint, project word skills

Competencies:

- Being innovative
- Gaining commitment and facilitation change
- Planning and organizing
- Project management
- Negotiation skills
- Contributing to team success
- Building partnerships and strategic working relationships
- Team player
- Able to deal with different types of people
- Problem solving and decision making
- Quality orientation and work standards
- Assertive
- Coaching and counseling

If you are interested from the above position, please send you CV to candice@ajc-vanuatu.com or drop your application to our office at Govant Building, First Floor.
Only successful applications will be contacted for an interview.