

Sales Representative - regio: Wetteren - Dendermonde

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Company: Philip Morris International

Location: Belgium

Category: other-general

Did you know that Philip Morris International is undergoing a revolutionary business transformation? We will be far more than a leading cigarette company. We want to change society and deliver a better, smoke-free future. Thanks to the imagination and perseverance of thousands of people at PMI, we have developed smoke-free alternatives to cigarettes. And it does not stop there. We are investing in a portfolio of innovative products beyond nicotine. So, whether in new product development, commercialization, operations, science, you name it, we are putting our vision into reality every day and make the change happen, right now. Do you want to be part of this transformation? Do you want to join our team of optimistic people to build a new future? To strengthen our team, we are currently sourcing a Sales Representative (region: Eeklo, Zelzate, Lokeren, Dendermonde and Wetteren). Do you feel thrilled when we say you can make a difference to our team and consumers? Would you describe yourself as curious, collaborative, empathetic and with a strong focus for continuous improvement and development? If so, then please continue reading. You will• Execute the commercial plans of PMI and combine this with own initiatives• Monitor your budget in order to achieve your objectives• Make sure PMI's products are present everywhere in your region• Build a strong relationship with your clients by visiting them and advising them Because you• Hold a Bachelor or Master's Degree and 0-3 years of professional experience• You are fluent in Dutch and English. • Are willing to take initiatives and responsibilities• Are a top communicator (you love to sell)• Are a winner! What will the selection process look like? Talent Acquisition (TA) will perform an initial screening to assess whether candidates match with the defined vacancy requirements. If this is the

case, the candidate will be invited for 2 competency-based (virtual) interviews. In parallel, you will be asked to complete online assessment tests*. At the end of the process, each candidate will receive the assessment results, as well as actionable feedback for their further development. *Assessment Tests The tests are integrated in the selection process to increase objectivity of the final decision making. The assessment tests for this role are a cognitive ability test. • Cognitive Ability Test: Report links under three headings: 1. Deductive reasoning (measuring the ability drawing logical conclusions)2. Inductive reasoning (measuring conceptual and analytical thinking)3. Numerical reasoning (measuring capacity to understand numerical data and interpret mathematical information correctly

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