

Sales Executive

Be a force for Good!

At Nestlé we touch millions of people's lives every single day through the work we do and the products we create. This way we are helping to shape a happier, healthier future for individuals and families, for communities and for the planet.

Join a dynamic global team of people that want to be a part of something that changes the world in a positive way. A human-centric place to work with amazing opportunities, across 186 countries, to grow, push the boundaries and deliver work with real impact.

We recruit people who respect our values, we provide equal opportunities for all, and we protect everyone's privacy. We do not tolerate any form of harassment or discrimination. Our aim is to create workplaces where everyone feels included and able to bring their whole selves to work. This commitment starts at recruitment and continues to the end of the working relationship.

Position Snapshot

Nestlé, Athens, Greece

Reporting to: Area Sales Supervisor

Undefined period of time contract. act. rate 100%

Position Summary

Achieve business objectives Qualitative and Quantitative in the assigned geography and clientele.

A Day In The Life ...

- Follow up monthly sales plan at customer level
- Follow up assortment planning at store level
- Identify and report competition promotional activities

What Makes You Successful

- University Degree in Business, Marketing or any other related field
- Postgraduate studies in Marketing or MBA would be a plus
- Any commercial experience would be considered as an asset
- Results focus, Initiative, Proactive cooperation
- Communication and negotiation skills, self-motivated, good interpersonal skills
- PC literacy (MS Office, Outlook)
- Fluency in Greek & English
- Experience in SAP would be an advantage
- Driving license is a prerequisite

Why you should apply

- Join the leading Food & Beverages company in the world with more than 83bio CHF sales
- Be a part of dynamic and innovative Sales Team
- Engage with our people from all over the world and join exciting local or international projects and assignments
- Enjoy the wide range of Nestlé benefits such as comprehensive Pension, Health Care & Life Insurance programs, increased Parental leaves, Flexible Work plans, Baby Support plan & Pet Support plan

Executive Secretary

Nestlé Health Science was created in 2011 by Nestlé, the leading food and beverage company. We are a unique health science company focused on advancing the role nutrition plays in changing the course of health for consumers, patients and healthcare professionals. Focused on delivering quality-of-life benefits through nutritional solutions, we harness scientific and clinical advances to improve health through managed nutrition. Behind our pioneering company are 3,000 people around the world who are driving breakthroughs and innovating for impact. With a global presence in about 50 markets, we invite you to impact the future of health and your career with us.

Position Snapshot

Nestlé Health Science (NHS), HO, Greece
Reporting to: BEO Nestlé Health Science (NHS) Greece
Undefined period of time contract. act. rate 100%

Position Summary

Secretary of the BEO NHS Greece is responsible to manage and provide administrative and secretarial support to the NHS team.

A day in the life of...

- Provide administrative support to the Head of function and the team by successfully managing meeting organization, travel arrangement, expenses reimbursement and ad hoc assignments.
- Organize internal activities, including team workshops, group meetings, birthday celebrations, annual team building activities for the team.
- Gather information from internal or external stakeholders on sales data and other admin related information. Consolidate, analyze the data and generating reports as required by the line manager.
- BEO calendar management: including bookings of meetings, reservations and accommodations of travel arrangements, reimbursement, and file management
- Follow up of various activities and projects related to the department
- Perform any other duties as may be assigned

What will make you successful

- Bachelor's degree/TEI
- Previous work experience as a secretary would be considered as an advantage
- Customer service attitude and pleasant personality
- Multitasking & ability to prioritize tasks
- Strong PC knowledge, including SAP
- Experience in working in the multinational organization.
- Fluency in Greek & English

E-Commerce Specialist

Position Snapshot

Nespresso Head Office, Athens, Greece (hybrid)

Reporting to: Nespresso E-Commerce Coordinator

Undefined period of time contract. act. rate 100%

Position Summary

Nespresso is the worldwide pioneer and reference for highest quality portioned coffee and is the fastest-growing business in the Nestlé Group. We are currently seeking a highly skilled and motivated E-Commerce Specialist with strong technical expertise to join our dynamic team. As an E-Commerce Specialist, you will play a critical role in developing and maintaining our online Nespresso Boutiques, both in website & mobile, ensuring its optimal functionality, usability, and performance. Your technical proficiency in JavaScript, HTML, and CSS will be instrumental in implementing and customizing various e-commerce solutions, ensuring a seamless and user-friendly experience for our customers

A day in the life of...

The E-Commerce Specialist is responsible to plan and deliver the market's activity plan both technically & commercially, to drive operations of the E-CommerceB2C channels (Website & Mobile) for the Greek market, also responsible for Cyprus, Bulgaria, Croatia, Serbia and Slovenia. He/She is responsible for:

- Ensure a best-in-class B2C customer experience & performance through the assessment and optimization of E-Commerce channels (mobile & desktop) in the fields of search, eMerchandising, catalog management, personalization, brand content, services & compliancy.
- Support E-Commerce campaign operations (set-up, test and activate) including support of seasonal campaigns & optimization of permanent website content to achieve commercial objectives, ensuring a consistent, contextual & relevant customer journey across all E-Commerce platforms (including desktop, mobile site and app)
- Ensure an agile, bug free user experience on all digital boutiques, following HQ E-Commerce & Customer Brand guidelines
- Support incident management for any major issue (global/local) affecting conversion rate, new member's activation or availability of the products or the platforms
- Act as digital operations knowledge & matter expert, providing guidance & recommendations to commercial & marketing teams to deliver a seamless & consistent customer experience across all digital touch points

What will make you successful

- Relevant degree with strong Web knowledge and experience
- At least 2-year experience in digital & E-commerce activities, including Content Management Systems, Front-End Development, eMerchandising
- Proficient in JavaScript, HTML and CSS
- Knowledge of CMS platform(s) will be considered an asset
- Accuracy, reliability & vigilant attention to detail
- At ease with IT Technologies & architecture

- Proven track record in delivering end to end user experiences in a digital context
- Strong organizational skills
- Project oriented and Innovation minded
- Fluency in Greek and English
- Understanding of Google Analytics is a plus

Why you should apply

Join one of the most successful customer experience teams within Greece! The Nespresso Team has been awarded as the Best Omni Channel Customer Experience team by the National customer service institute in 2021! Our environment is friendly, modern, dynamic and we are proud to represent one of the premium Global Pioneers in coffee!

Boutique Coffee Specialist, Nespresso

Position Snapshot

Nespresso, Athens, Greece

Reporting to: Boutique Manager

Position Summary

Nespresso is the worldwide pioneer and reference for highest quality portioned coffee and is the fastest-growing business in the Nestlé Group. We are currently seeking for Coffee Specialists to welcome, advice and guide the clientele in our Nespresso Boutiques located in Athens. Full or part-time position based on retail working time schedule (Saturdays, evening shifts).

A Day In The Life ...

- Understanding and anticipating consumer's expectations and requirements
- Escorting them through the sales process
- Developing their understanding and participation in the Nespresso universe (coffee, machines, accessories, service)
- Assuring cash procedures

What Makes You Successful

- Bachelor's degree ideally in a business-related field
- 2-3 years of working experience in direct customer sales of high value-added products & services
- Good knowledge of Microsoft Office
- Fluency in Greek and English
- Excellent service-orientation and communication skills
- Initiative, integrity & attention to details
- Problem identification and solving

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