

# Mexico Jobs Expertini®

## Commercial Opportunities

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Company: L'Oréal

Location: Mexico City

Category: computer-and-mathematical

### **DO YOU WANT TO KNOW MORE ABOUT THE COMPANY THAT WILL BOOST YOUR SALES CAREER TO THE NEXT LEVEL?**

For more than a century, L'Oréal is present in **countries** on five continents; the company has devoted its energy, innovation, and scientific excellence solely to one business **Beauty**. is now the industry world leader with **€ billion** consolidated sales. Your next goal will offer each and every person around the world the best of beauty in terms of quality, efficacy, safety, sincerity, and responsibility to satisfy all beauty needs and desires in their infinite diversity.

Our philosophy process is create the beauty that moves the world, attract, and hire the best and the most diverse and potential talent around the world. Go in and learn more about our vision in

### **INTERESTING, RIGHT? LET ME TELL YOU ABOUT YOUR NEXT SUCCESS TEAM.**

Means being part of a dynamic and results-driven community that is dedicated to driving business growth and exceeding sales targets. At L'Oréal, our **Sales Teams** are the driving force behind our success in the beauty industry. Developing and executing strategic sales plans that drive revenue growth and market share. They are responsible for building and maintaining relationships with key retailers, distributors, and e-commerce partners, ensuring that our products are available to consumers across various channels.

### **SOUNDS LIKE A DREAM TEAM!**

YOU could join one of the following teams and contribute to the numerous projects already in place as well as being the protagonist in creating new and inspiring

changes. Don't apply for a job take a career, joining L'Oréal will allow you to explore many possible assignments such as **Account Management, Business development, field management, sales administration, sales development, business planning, trade marketing** among others.

#### **WHAT DO YOU HAVE TO BE IMMERSE IN?**

- . **Sales Experience** : Proven track record of success in sales, preferably in the beauty or consumer goods industry. Experience in meeting or exceeding sales targets and driving revenue growth.
- . **Customer Relationship Management:** Strong ability to build and maintain relationships with customers, including retailers, distributors, and key accounts. Experience in managing customer expectations and providing excellent customer service.
- . **Product & Trade Knowledge:** In-depth knowledge of L'Oréal products, including their features, benefits, and competitive advantages. Ability to effectively communicate product information and educate customers on the value proposition.
- . **Market Analysis and Business Planning:** Proficiency in conducting market research and analysis to identify sales opportunities, market trends, and consumer preferences. Ability to translate insights into actionable sales strategies.
- . **Negotiation and Influencing Skills** : Strong negotiation skills to secure favorable terms and agreements with customers. Ability to influence buying decisions and drive sales through effective communication and persuasion.
- . **Planning and Forecasting:** Experience in developing sales plans, setting targets, and forecasting sales volumes. Ability to analyze sales data, identify trends, and adjust strategies accordingly.

#### **JOINING L'ORÉAL MEANS JOINING A COMPANY THAT BRING YOU:**

**Protection and health:** Promoting your physical and mental health, taking care of you and your loved ones, providing you the support that you need /.

**Work life Balance:** We love to embrace the importance of employee well-being and understand that a healthy balance leads to greater job satisfaction, productivity, and overall happiness.

**Workplace:** Great environment that fosters a positive and satisfying experience for its employees, as well as facilities that will make you work more productively (Flex policy)

**Encouraging your Development:** We believe in growth, which is why we provide opportunities, resources, and guidance to help people improve their skills, knowledge and abilities.

**SPEEDY PROCESS:**

- . Apply by submitting your CV. (Your CV will be reviewed by one of our expert recruiters and you will receive a response within days.)
- . Selected applicants will have a : Exploratory Recruitment Interview where the recruiter will assess your fit and aspirations as if you were already an employee.
- . Successful exploratory interviews leads to joining the talent pipeline and subsequent interviews with HRBP and Hiring Manager until your landing position.

**WAIT! ARE YOU READY FOR THE ADVENTURE?**

Find here some tips for your next success Interview!

Career Tips:

Interview tips:

**YOU TO APPLY NOW!!**

We're committed to guaranteeing inclusive recruitment processes and to advocating for hiring and promoting each candidate in an ethical and equitable way.

The Group strictly prohibits discrimination against any applicant for employment because of the individual's gender identity or expression, sexual orientation, visible and/or invisible disabilities, socio-economic and/or multicultural origins, health conditions, age, religion, or any other characteristics protected by law.

Puedes inscribirte en un máximo de tres ofertas en un período de días.

No puedes retirar tu solicitud una vez enviada, así que asegúrate de elegir la posición que mejor se adapte a tus habilidades y aspiraciones.

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