

Position: Sales Management Traineeship Programme
Company: CIBA Vision
Location: Singapore

Programme Summary

The CIBA Vision Sales Management Traineeship Programme is a 1-year training programme that provides candidates with an opportunity to:

- Gain all-rounded technical knowledge and skills in the area of sales, key account management and trade marketing
- Undergo in-house and external training, various projects, workshops and seminars, together with the guidance given by mentors and respective business unit heads

Job Responsibilities

Reporting to the Key Account Manager, the purpose of the Sales Management Trainee is to support the Sales department in key projects and provide field sales coverage to the Key Account Manager. Under the Sales Management Traineeship Programme, the candidate will be offered the opportunity to learn all aspects of the CIBA Vision Singapore Sales business through hands-on exposure, training and challenging assignments. The Sales Management Trainee will also be given opportunities in field sales for approximately 6 – 12 months and learn customer management skills, and be groomed for future leadership positions in sales management. Key accountabilities include:

- Achieves monthly sales targets set by Head of Sales
- Builds excellent relationship with assigned customers and drive trade programme execution to gain market share and achieve sales objectives
- Gains top of mind in key stakeholders and drive in-outlet initiatives to gain in-store space to enhance brand visibility and share of fits
- Actively tracks and monitors competitors' activities and provides strong recommendations to counter competitors in the assigned accounts
- Participates in key projects as assigned by the Sales department, such as category marketing project, road shows, in-store activations, etc.

Job Requirements

- Degree
- At least 1 – 2 years of work experience, preferably in sales, account management, retail management or customer service

Application

To apply, please submit your detailed resume to **Ann Ong** of **NBS Alumni Affairs** at annahong@ntu.edu.sg which would then be forwarded to the Human Resource of CIBA Vision.