

Internship – Key Account Manager Assistant

COMPANY

GlaxoSmithKline (GSK) is a world leading research-based pharmaceutical company with a powerful combination of skills and resources that provides a platform for delivering strong growth in today's rapidly changing healthcare environment.

The company also includes a Consumer Healthcare division which is split in two branches. Whereas Pharma focuses on delivering therapeutic products to pharmacists and other dental experts, its Mass Market section deals with FMCG products and supply national retailers.

It is within this environment that you will evolve. Indeed the GSK Consumer Healthcare Mass Market Benelux department is actively looking for interns with a strong interest in Sales and Marketing and a predilection for the FMCG environment.

During the internship, you will account for Belgian and Luxembourg retailers and your aim will be to further develop our Oral Healthcare assortments on the market.

Indeed you will daily deal with Every Day Oral Care goods, through our *Aquafresh* brand, but above all with leading Therapeutic Oral Care products with *Sensodyne*, *Proglasur* or *Parodontax* for instance. GSK portfolio includes various products from toothbrushes to toothpastes but not only. New products (NPD's) are regularly launched and a 360° communication approach is required all along the year to support our brands.

You will take part of GSK's mission which is to improve the quality of human life by enabling people to do more, feel better and live longer.

MISSIONS

Key Account Manager Assistant

Within the Belgian and Luxembourg Sales department of the Mass Market division you will work as support for a Key Account Manager (KAM) and provide for his/her retailers. Besides you will tightly collaborate with Customer Marketing and Customer Service as well as the Category Manager. In this global environment, you will complete many missions such as:

Trade tracking:

- Fully assist in the management of key accounts: pricing negotiation, offer and sales of products.
- Participate in increasing market shares of our brands
- Develop and promote both existing and new products
- Analyze clients sell-in / sell-out to help the KAM in his/her strategic decision
- Answer customers' inquiries on a daily basis
- Support the management of the GSK salesmen
- Plan customers meetings related to business negotiations and brands' promotion

Sales administration:

- Ensure an efficient sales process (quotes, sampling, technical requests) as well as an accurate sales forecasting
- Make sure the GSK price politic is correctly implemented in the market
- Assist in the orders logistical monitoring and products' after-sales service
- Track results, follow targets' accomplishment and supervise objectives' achievement
- Manage Marketing NPD's launches and re-launches and adapt customers core assortments
- Organize and run B2B events (trade fairs)
- Be the contact person for any customer requests regarding logistical issues or promotional matters

Market Intelligence:

- Seek information on retailers and competitors

PROFILE

Currently studying in Business School or in an academic equivalent and on your way to graduate with a Bachelor or Master's degree (Bac 3 / Master 1 / Master 2 recommended) from a renowned university, you are available as soon as possible for a 6-month internship. You are seeking for a formative job with high responsibilities that is going to provide you with adequate skills and deep knowledge of this particular position and you are interested in getting trained to corporate tools such as SAP. Dynamic and motivated you developed, during ideally a previous professional experience in Sales or Marketing, a good customer relationship as well as an analytical and synthetic vision. You master the Microsoft Pack Office and you are fluent both in French and English. Dutch is also a very strong asset in our bilingual environment. Finally, knowledge of SAP and especially the CRM module would be greatly appreciated.

TO APPLY

Please send cover letter and resume to: *be.internship-ch@gsk.com*.

- Sector: **Mass Market FMCG**
- Function: **Sales – Business**
- Starting date: **ASAP**
- Period: **6 Months**
- Languages: **French & English - Dutch optional**
- Contract type: **Internship**
- Location: **Wavre, Belgium**