POSITION TITLE: **Manager Commercial and Planning Manager**

Philip Morris Sales & Marketing is looking for a **Manager Commercial and Planning Manager** with a strong analytical skills and strategical planning experience.

**MAIN RESPONSIBILITIES WILL INCLUDE:**  
• Build and **manage a team** of professionals, provide and inspire constructive collaboration among the Team members   
• **Lead analysis and interpretation of market** intelligence data for long and short term planning of activities projects  
• Develop specific brand and trade channel initiatives to contribute to national commercial strategy  
• **Development Plan** (commercial initiatives, channels' infrastructure and Territory specific brand consumer activation programs) in accordance with overall Strategy  
• Maintain and develop comprehensive knowledge of business environment, consumer segmentation and trends, competitors, trade partners and market trends within the area of responsibility in order to establish full understanding of business context  
• Monitor focused and cost-effective utilization of the allocated resources to support Commercial activities  
• Regularly **track the effectiveness** of deployed activities and **develop action pla**n to deliver sustainable business results in the area of responsibility.

**EDUCATION AND EXPERIENCE:**

• High education  
• **Analytical skills** and logical thinking  
• Upper-Intermediate+ level of English  
• 4+ years' **experience in analytics**, **forecasting**, market intelligence, planning, sales and distribution management.

• 3+ years of **experience in managing teams**

• **Advanced written and spoken English**

• Advanced knowledge of Project management methodologies  
• Advanced level in MS Office.  
  
**WHAT WE OFFER:**  
• You will get unique development opportunities in truly international environment  
• You will enjoy building your network among highly professional colleagues  
• You will get competitive level of compensation & social package.

**To apply for the job, please send your CV to *elena.cojocari@pmi.com***  
**Only shortlisted candidates will be contacted.**