

Job Title	IBL – Cx Sales Associate	Dept	Sales
Line Manager Job Title	National Business Manager - Grocery		
<b>Job Purpose*</b>			
<i>GSK's Industry Based Learning (IBL) program has been developed for undergraduate University students in their penultimate or final year of study, the role is a learning and development opportunity for the student.</i>			
<b>Key Responsibilities</b> (10 bullet points maximum)			
Describe the key deliverables to be achieved by the IBL and the ongoing responsibilities of the role			
Key responsibilities for the IBL Sales will include, but are not limited to: <ul style="list-style-type: none"> <li>• Ongoing monitoring of promotional data integrity of Sales tools.</li> <li>• Accurate submission of Promotional Program</li> <li>• Report &amp; monitor competitor activities</li> <li>• Key contact for customer requests</li> <li>• Regular post promotional analysis</li> <li>• Input into major projects across Oral Care, Analgesics &amp; Smoking Control</li> <li>• Help to develop in store activations utilizing consumer &amp; shopper behavioral information</li> <li>• Support NAMs in day to day running of their businesses</li> <li>• Update standard reporting</li> <li>• Assist in new products launches including store support, samples, paperwork, POS</li> <li>• Assist with Claim management</li> <li>• Learn and utilise Aztec, Nielsen and SAP</li> <li>• Support in updating forecasting tools</li> </ul>			
<b>Unique selling points of the IBL role</b>			
The IBL Sales role will predominately work in our Grocery Sales team supporting the National Account Team who manage the top two grocery customers in Australia, Coles & Woolworths. Support of the Independent Sales account team and Pharmacy team will also be required from time to time. The role will have great exposure to all facets of the business with the successful candidate required to develop strong working relationships across numerous internal and external stakeholders.			
<b>Required Skills</b>			
Describe the key skills and level of proficiency required for this IBL role			
<ul style="list-style-type: none"> <li>• You must be in your penultimate/ultimate year of a Bachelors Degree in Business/ Economics/ Commerce/Marketing degree with mathematics &amp; statistics core/electives</li> <li>• An interest in pursuing a career in the pharmaceutical or consumer healthcare industry is favorable</li> <li>• Strong passion and interest in the placement field</li> <li>• Excellent written and oral communication skills</li> <li>• Initiative and an eagerness to learn</li> <li>• Customer focus</li> <li>• High attention to detail, rigor and process</li> <li>• Excellent project management, in order to manage and prioritise multiple ongoing projects</li> <li>• Demonstrated ability and desire to learn</li> <li>• Teamwork, ability to build and maintain relationships</li> <li>• Ability to quickly build strong internal &amp; external networks</li> <li>• Support change and innovation</li> <li>• Strategic thinking and problem solving skills</li> </ul>			
<b>Education</b>			
Preferred area of study 1	Business / Commerce / Marketing		
<b>Values</b>	<b>Expectations</b>		
<b>Patient focus</b>	<b>Courage:</b> Decisive, Ambition, Speaking Up, Pace		
<b>Transparency</b>	<b>Accountability:</b> Results, Clarity, Prioritisation, Ownership		
<b>Respect</b>	<b>Development:</b> Skills, Learning, Adaptable, Curiosity		
<b>Integrity</b>	<b>Teamwork:</b> Aligned, Connected, Inspiring, Inclusive		