



# Senior Expert Area Management HU

## Purpose:

The position holder is responsible for securing an optimized revenue and profitability in assigned area as well as a high level of on-site quality. This includes monitoring and improving the asset utilization, conducting on-site visits and ensuring corporate identity. The incumbent supports the Department Manager Sales in conducting the yearly planning processes on site level and suggests initiatives based on recent developments and findings. The Area Manager is also responsible for continuously monitoring local competitors and relevant key indicators, delivering input to other departments as well as managing and ensuring compliance with all valid standards, rules and laws governing the operations of filling stations (FS). The position holder is together with the sales manager responsible for the selection of filling station partners (FSPs), evaluating the performance and is actively managing filling station partners in their area.

**Primary Area of scope:** Western part of Hungary & Budapest

## Key responsibilities:

- 1. Ensure revenue and profitability in assigned area**
  - Ensure reaching targeted values per site (e.g. turnover, volume)
  - Reduce sales cost that can be influenced
  - Optimize cross selling potential
  - Drive efficient asset utilization
- 2. Drive the site level planning process**
  - Prepare the on-site budgeting plans in alignment with Department Manager Sales on an annual basis
  - Prepare FS-specific profitability calculations/performance analysis
  - Monitor dealer related risk management
  - Suggest local initiatives and reflect on ideas with Department Manager Sales
- 3. Ensure a high level of quality at the FS**
  - Conduct regular on-site checks on fuel, daily operations, hygiene, security, inventory and suggest improvements and corrections
  - Manage customer feedback (background checks, resolve complaint, contact customer, close complaint in system)
  - Ensure corporate identity, congruent to OMV guidelines
- 4. Ensure a smooth management of dealers**
  - Evaluate dealer performance on a regular basis and report to Department Manager Sales
  - Support Sales Manager in dealer recruitment process
  - Assist FS partner in running his business in an efficient way
- 5. Conduct competitive analysis**
  - Identify local key competitors, monitor relevant key indicators and report to Department Manager Sales
  - Monitor competitor pricing and support country Pricing and Margin Management
  - Exchange information and findings with other Area Managers



**6. Manage contracts**

- Manage new/renewal of contracts
- Close/terminate contracts if necessary

**7. Deliver input to other departments**

- Cooperate with Marketing on site specific marketing activities
- Deliver input to Asset Management on assessment of market potential/investment opportunities, required maintenance, etc.
- Advise training in targeting the right FS-partners for the right training

**8. Manage and ensure compliance with all valid standards, rules and laws governing the operations of FS**

- Monitoring fulfilment of contractual obligations and ensure that all contractual obligations and directives regarding FS operations are fully respected
- Coordinating the optimal management of the FS Partners, monitor and ensure continue FS operation (FSP contract prolongation in time, insurance instruments for FS, ...)
- Monitoring and ensure compliance with all valid standards, rules and laws governing the operations of FS, as well as active intervention, including the planning of maintenance, construction and reconstruction of new FS, in cooperation with other country management team members

## Requirements:

- University education – Master's degree, preferably in Economics
- Professional working experience min. 7 years
- Proven leadership experience in similar position min. 3 years
- Experience in the FMCG sector is an advantage
- Hungarian – fluent
- English - business level written and spoken (B2)
- MS Office Skills (Word, Excel, PowerPoint) and Power BI
- Sales attitude (ability to motivate & challenge)
- Outstanding communication, presentation and interpersonal skills
- High stress tolerance, conflict management ability and load capacity
- Flexibility and willingness to travel (Category B driving license)