



Johnson & Johnson is the world's most comprehensive and broadly based healthcare Company, touching the lives of nearly a billion people every day. Our Family of Companies throughout the world compete in consumer, pharmaceutical, and medical devices and diagnostics markets and have the skills and resources to tackle the world's most pressing health issues.

존슨앤드존슨은 전 세계적으로 많은 소비자들의 신뢰를 받고 있으며, 소비재, 전문의약품, 의료기기 및 시력 교정 등 헬스케어(Healthcare) 산업의 선두주자입니다.

금번 저희 계열사인 컨슈머에서 함께 성장할 신입사원을 모집하고자 합니다.

모집분야에 대한 자세한 내용은 하기에 참고 부탁드립니다며 여러분의 많은 지원 부탁드립니다.

- 계열사: **Consumer Health**

- 포지션: **Account Manager / OTC CA & Professional Specialist** (\*\*중복 지원 불가)

- 근무지: **Seoul**

- 근무형태: **Fixed Term (6 개월)**

\*평가에 따라 정규직 전환 가능

### **<Account Manager>**

#### **[RESPONSIBILITIES]**

##### Part A: Definition

- Manages sales team on the assigned account. Provides leadership, guidance and customer product expertise to the sales team. Meets or exceeds established sales goals through the implementation of sales activities.
- Ensure the achievement of sales KPI in channel that is in the initial stage of business.
- Co-promotion development & execution in cooperation with Retail Marketing team or customers

##### Part B: Principal Responsibilities

- Establishes individual sales goals and ensure to achieve the goals
- Ensures sales activities should be treated in compliance with all national, local and company regulations, policies and procedures.
- Collects and utilizes all necessary marketing information. Provides account support and administration to increase company products presence with accounts.
- Creates daily, weekly, monthly activity and productivity reports. Analyze sales data to identify opportunities for increased
- Productivity and sales on both a group and individual level.
- Assists sales representatives with questions and supports customers requiring additional assistance.
- Leads specific sales events or projects to improve sales performance.

- Works closely with channel manager to implement annual/quarterly sales plan and necessary changes required to achieve objectives.

#### **[QUALIFICATIONS]**

- Bachelor's degrees (Undergraduate)
- Basic understanding of marketing & business planning
- Driver's license preferred
- MS Office skills (Excel, PPT, Word) proficiency
- Strong analytical, problem solving and project management skills
- Good inter-personal relationship
- Proactive & positive & innovative mind
- Good communication & negotiation skill
- Excellent English communication (Writing & Oral) ability

#### **<OTC CA & Professional Specialist>**

#### **[SUMMARY]**

Responsible for driving profitable growth by focusing on core strategies and cultivating business partnerships within specific regions or trade organizations. Also accountable for profit and loss and sales.

#### **[RESPONSIBILITIES]**

- Monitors markets on sales volume, trends, price by sellers, competition, and best practices.
- Develops promotion in line with brand strategy
- Forecasts & KPI (Key performance indicator) managements on Trade & Consumer Promotion
- Understands buyer's needs and shopper behaviors & insights
- Plans, develops implementation of programs for regional trade customers
- Responsible for trade purchasing and marketing activities to maximize account objectives
- Establishes performance metrics and tracks results. Reviews status reports to determine status and focus areas
- Prepares reports for management to assist with decision making
- Acts as liaison between stakeholders ensuring clear communication of business strategies, key initiatives, learning and filling key information gaps
- Participates in the planning and provides input into the forecast processes for channel and brand plans

#### **[QUALIFICATIONS]**

- Bachelor's degrees or above
- 1-2 years' experience in trade marketing preferred
- Experience in OTC industry preferred
- Basic understanding of marketing & business planning
- Strong communication & negotiation skills

## [지원 방법]

- Account Manager  
www.careers.jnj.com -> Requisition number 2105915819W 검색 -> 해당 모집 공고 클릭 후,  
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- OTC CA & Professional Specialist  
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## [제출 서류]

자사 국문 지원양식(필수제출) 및 영문 이력서(선택) 를 작성하여, 하나의 파일로 온라인 접수  
지원서 링크: <https://url.kr/18rb36>

※ 상기 링크, Job Portal Site 등에서 다운로드 가능합니다.

※ MS-Word 또는 PDF 파일로 제출하여 주시기 바랍니다.

## [서류 마감일]

2021 년 4 월 6 일 (화) 자정까지

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- 존슨앤드존슨 오픈 포지션 및 다양한 소식들을 기업관 페이지, 페이스북, 링크드인 페이지를  
통해 만나 보시기 바랍니다.

## [유의사항]

- 서류를 MS-Word 나 PDF 로 된 한 개의 파일로 미리 준비하시기 바랍니다.
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