



# Career Opportunity

**We bring health, through food & beverages, to more people every day**

**Danone Sahar**, as part of Groupe DANONE, one of the world's leading fresh dairy producers with world renowned healthy food brands, is seeking high-caliber professionals to join its local team to help establish and develop **Danone Dairy business** in Iran.

## National Sales Director

### Overall job purpose:

Development of sales & distribution strategy for all different channels, regions & customers including the right route to market system; developing, leading & managing promotional activities for all channels; listing and placement of new products; evaluating specific channels & clients; developing business with key customers; putting KPI measurement tools in place and monitor development; defining and putting in place an organization which supports business model needs.

### The ideal candidate:

- A potential leader with a minimum 7 years of experience in sales, logistics or distribution fields.
- University graduate, fluent in English, a strong strategic thinker with entrepreneurial attitude.
- Sound commercial and logistics background preferably in FMCG sector in Iran market environment.
- Possessing a creator spirit to handle and grow a start up situation with all challenges and opportunities.
- Hungry to be part of a challenge to turn it to a success story.

## Purchasing Officer

**Based in Qazvin**

### Overall job purpose:

He/She will report to Industrial Operations Director and would be responsible for CapEx for purchasing; will supervise the overall materials buying ( raw & packaging materials) including selection of suppliers, negotiation with potential contractors for optimum service, quality and price; implementation of purchasing and contract management instructions; follow-up of internal orders from all departments; continuous improvement of project related activities and purchasing processes; development of adequate measures to monitor the purchasing function and monthly reporting; ensuring all importation processes and plans are achieved.

### The ideal candidate:

- Minimum 2-3 years of experience preferably with FMCGs active in Food sector.
- University degree in Engineering, Chemistry or Food Engineering.
- Excellent communication & negotiation skills; data-driven with analytical capabilities.
- Possessing a creator spirit to handle and grow a start up situation with all challenges and opportunities.
- Fluency in English, Knowledge of German or Turkish is a plus.
- Fully mobile, able to travel frequently between Qazvin and Tehran.

Please send your CV (Resume) with a photo to the following fax number or email address:

**Tel: 8821 34 25 - 27**

No. 1, Sheykh Bahayi St.,  
[Danone@AgahJobs.com](mailto:Danone@AgahJobs.com)

**Fax: 8806 11 04**

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1/4 Page 10

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شماره: ۱۳۸۲  
شماره: ۱۰