



## **Position: Demand Planner**

## **Function: Supply Chain**

### **Company Information**

Unilever is one of the world's leading suppliers of fast moving consumer goods with strong operations in more than 100 countries and sales in 180. With products that are used over two billion times a day around the world, we work to create a better future every day and help people feel good, look good and get more out of life with brands and services that are good for them and good for others. In Greece, Unilever employs 750 professionals in the Head office, 3 factories, 2 Distribution Centers and in sales force around the Country. Marketing products under the names of Altis, Pummaro, Vitam, Becel, Knorr, Hellmann's, Algida, EVGA, Klinex, Skip, Axe, Lux, Omo, Sunsilk and many others, are leaders in their market sectors.

### **Job Summary**

This position is responsible for the Demand Planning aspect of Supply Chain activities within their respective growth oriented and complex business segment. The ongoing goal of this position is to continuously improve customer service (CS), drive and integrated the Sales & Operations process within the business. The ongoing goal is to simultaneously reduce finished goods inventory to achieve working capital (WC) targets, by improving forecast accuracy while supporting category growth. Execution of the Demand Planning process focuses on collaborative "bottom-up" planning with Customer Development, Brand Development/Building, and Customer Supply Chain. Frequent and effective interaction with Supply Planning colleagues, Deployment Analyst, and the Category Business Team are essential. This role is key to achieving not only the CS and WC targets

for the Category Business Team, but plays a key role in the company's overall business results.

### **Duties & Responsibilities**

- Actively lead improvements in the demand signal generation by embedding the S&OP process within demand planning and business partners, identify opportunities and best practices and disseminating them to colleagues.
- Manage and monitor the sales demand planning impacts through the planning horizon via continuous review and assessment of the demand management forecast.
- Drive forecasting improvements to meet targets for key products and packs, taking responsibility for training and development of colleagues in this area.
- Develop, modify, and communicate the short and long range demand plan to Supply Planning. This role functions as the pivotal communication point for supply and service constraints between supply planning and the business team.
- Actively work with Customer Development, Brand Building/Development, Supply Planning, Customer Supply Chain teams as well as the other members of their own team to proactively take actions that deliver business results.
- Coordinate all aspects of Demand Planning related to the delivery of projects that support growth objectives, innovation, cost reductions, operational efficiency improvements, and reduce business waste.

### **Competencies**

- Problem Solving (Strong analytical skills required. Must be able to manage many diverse projects simultaneously).
- Communication (Excellent verbal and written communication skills are required).
- Leadership (A proactive style and positive take-charge approach will be quite valuable. A strong desire for assuming increased responsibility, growth, and visibility is a plus).

- *Team Commitment* (Must have the ability to work as part of a team to achieve common objectives. Strong team influencing skills recommended).

### *Required Qualifications*

- Bachelor's degree (BA/BSc) in Finance or Business Administration or Engineering.
- Postgraduate's degree (MSc) in Supply Chain fields (Logistics, Planning, other) or MBA.
- Working experience is not a prerequisite, but it would be considered as a plus.
- Excellent knowledge of English (written & spoken - Level Proficiency).
- Excellent knowledge in PC based software tools (Microsoft Office Suite).

### *Our Company offers*

- Continuous training
- Progressive work experience and steadily increasing responsibility
- International career opportunities
- Competitive remuneration



## *Position: Finance Trainee*

## *Function: Finance*

### *Company Information*

*Elais-Unilever Hellas AE, an operating Company of Unilever, one of the world's largest Food, Home and Personal Goods group, maintains a leading position in its fields of operations by combining international best practice with long established knowledge of local conditions.*

*We are interested in recruiting high potential individuals, who can achieve results in a team environment, are creative, self motivated, can motivate others and who demonstrate good communication skills, for the following position:*

*A career in Finance at Unilever will offer you a broad range of opportunities to grow and learn as a business leader. You will have the chance to develop an extensive set of skills and competencies through a variety of challenging assignments at a local, regional or global level. Working in a multi-functional team environment, you play an essential role in driving the delivery of the strategy and the business agenda on finance support to win with brands, win in the market place, and win through continuous improvement.*

### *Candidates' Required Qualifications:*

- Graduate in Economics / Business Administration*
- Postgraduate degree in relevant subjects*
- Strong organizational , numerical and analytical skills*
- Ability to show effective leadership, to solve problems and to set priorities*
- Excellent collaboration skills and the ability to work within diverse organizations and teams.*
- Possession of Proficiency degree in English language*

- *Competency in using software packages (MS Office)*
- *No military obligations pending for male candidates*
- *Little (max.3 years) or no previous experience*
- *International mobility*

*Our Company offers:*

- ✓ *Continuous training*
- ✓ *Progressive work experience and steadily increasing responsibility*
- ✓ *International career opportunities*
- ✓ *Various fringe benefits, including medical and life insurance.*
- ✓ *Competitive remuneration*



**Position: GTM Go-To-Market Trainee**

**Function: Sales/Marketing**

#### *Company Information*

Unilever is one of the largest global fast moving consumer goods company and manufactures some of the world's best-known brands, such as Dove, Lipton, Knorr, Hellmann's. Go-to-Market consists of all of the activity in marketing and customer development (sales). It is about the pursuit of market share and volume growth in a dynamic and challenging environment. You will have the opportunity to work across some fantastic categories and on some of the world's most loved brands.

#### *What are we looking for?*

We are looking for diverse and innovative thinkers. It takes a special blend of people skills and commercial acumen; you'll need to be creative and analytical, credible and confident as well as having a passion for growth, coupled with the power to influence and negotiate.

#### *What will the programme involve?*

The programme is designed to grow you into a manager, through hands-on learning alongside experts. You'll develop your individual leadership skills by working on live projects which offer you all the experience you need to become ready for your first management role. You will have rotations within your role, which will give you a wide range of experience in a broad range of dynamic and exciting areas of the business.

Your rotations could be based at different business units across Europe and you will need to be flexible about where you are based during your time on the scheme.

We have a proven tradition of developing purpose driven leaders and encourage innovative thinking. Future focussed feedback and challenging goals drive innovation and ambition within a performance culture and an inclusive and informal environment. We will push you to achieve your potential and make a big business impact where you learn from the best.

#### *Candidates' Required Qualifications:*

- Postgraduate degree in a business field is mandatory
- Possession of Proficiency degree in English language
- Competency in using software packages (MS Office)
- Military obligations completed for male candidates
- 1-3 years of working experience in similar field is a plus but not required
- International mobility

#### *Our Company offers:*

- ✓ Competitive remuneration package
- ✓ Continuous training
- ✓ Progressive work experience and steadily increasing responsibility
- ✓ International career opportunities