

Sales

For us the field of sales is a **dialogue** where two or more **partners** achieve their goals and want to continue **interactions** the next time. We like to compare selling to **caring**, because it means that the **process** does not finish, but lasts longer and creates **relationship**, which is an inevitable factor linked with sales. The role of commercial people is to **take care** about what they sell, observe how the market in their categories **behaves and make sure that the** products are **desired** by shoppers.



Sales at L'Oréal

Being part of the sales team @L'Oréal gives you a great opportunity to make people happy by offering them dreams, images, feelings, **BEAUTY**. The variety of brands in our portfolio allows us to meet the expectations of the whole population by delivering them products that they come back to during their whole life and provide them with what you cannot touch like smile or self-esteem. It is an unmatched feeling of pride that each of the thousands of SKU make people smile.



#Personally about sales

When we talk with my team about commercial strategies we follow an easy acronym: **TADE**, where T stands for **Transformation**, A for **Agility**, D for **Determination** and E for **Education**. In today's changing world, where consumers demand products' availability and channel shifts happen regularly - commercial teams need to transform to meet these needs.

Joining L'Oréal means **permanent learning**: on the job, during cooperation with others, seminars and trainings. **Unlimited possibilities**: we have 4 companies in 1 if you look for wide business acumen and if one day you want to join marketing or finance we will help you succeed. It also means hard **work**, big **pressure**, high **expectations** – but if you want to win and **be #1** – what choice do you have?



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