

**WE
BELIEVE IN
FREEDOM**
#JOIN THE IDEA



We're JTI, Japan Tobacco International and **we believe in freedom**. We think that the possibilities are limitless when you're free to choose. In fact, we've spent the last 20 years innovating, creating new and better products for our **consumers to choose from**. It's how we've grown to be present in 130 countries.

But our business isn't just business. Our business is our people. Their talent. Their potential. We believe **when they're free** to be themselves, grow, travel and develop, **amazing things can happen for our business**.

That's why our employees, from around the world, choose to be a part of JTI. It's why **9 out of 10 would recommend us to a friend**. And why we've been awarded **Global Top Employer status, six years running**.

So when you're ready to choose a career you'll love, in a company you'll love, feel free to #JoinTheIdea. Learn more: [jti.com](https://www.jti.com)

We are looking for a youthful, and bold Trade Marketing Specialist who is ready to learn, grow, and develop in high performing business environment. If you are ambitious, creative, and ready to take the challenge, this opportunity is for you. The position is based in Tallinn, Estonia.

Goals of the role:

- Support distribution strategies to achieve targets and maintain competitiveness on the market while fulfilling exceeding stakeholders' expectations
- Support Key Account Managers (Baltic States) in strategy implementation, learn from their best practices to become one yourself shortly
- Participate in price management and support Distributor Manager on sales forecast
- Develop and execute a retail coverage strategy
- Budget planning, phasing & tracking

The company will offer you impressive Employee Benefits & Perks:

- The company has already prepared you a **career opportunity to become a Key Account Manager**
- You will be traveling (pandemic permitting) around the Baltic States in the first 6 months and get to know your energetic, and smart international team
- In Estonian office you'll be working in a small team of 3 people (one of the colleague's got a famously exclusive sense of humor 😊)
- Perfect organisational environment: flexi desks, flexible hours, and flat management structure (and of course, a possibility to work from home)
- A culture full of trust, equality & transparency
- Private health insurance and well-being activities
- Employee assistance programme (24x7 psychological/legal/financial, etc support).
- Daily free snacks and parking

Believe it or not, but all you need to have is:

- Bachelor's Degree in Economics, Marketing, Business etc and Excel knowledge (Finance knowledge strong advantage)
- **NO SPECIFIC WORK EXPERIENCE NEEDED! Instead- smartness and charisma are essential**
- Fluent English, Estonian, and advanced Russian (preferred)
- Previous internship experience in the FMCG environment is an advantage
- Motivation to build your long-term career at JTI

Confidentiality is guaranteed. Only the selected candidates will be informed.