

# SALES ANALYSIS INTERNSHIP @ AVON



LOYALTY DEPARTMENT IS A PLACE WHERE:

- Sales and Marketing functions are linked;
- Motivational programs for Sales Representatives (our main direct sales force) are created;
- Company's growth and profitability are supported.



DURING YOUR INTERNSHIP YOU WOULD:

- Plan quarterly incentive program (i.e. what can we offer various customer segments for them to support our business needs?);
- Build financial reasoning for the programs (i.e. would such program be financially profitable to execute and how much would it cost us?);
- Track the performance of ongoing projects (i.e. are we reaching out targets as planned, or should we change something while the project is still ongoing?);
- Perform in-depth analysis of past programs (i.e. evaluating the effect of an implemented incentive and answering whether we should do it again).



WE EXPECT FROM YOU:

- Interest in numbers and analytics;
- At least minimal Excel and Power Point skills;
- Good English language skills;
- Can-do attitude and readiness to face new opportunities!

INTERESTED?

SEND YOUR CV TO [CV.LIETUVA@AVON.COM](mailto:CV.LIETUVA@AVON.COM)