

Don't just make a living

# Make a difference

Challenge yourself at Philips

Job Title: **Trade Shopper Marketing / Sales Trainee**  
Location: **Prague**  
Start date: **April 2020**

**In this role, you have the opportunity to**

build a successful career at an exciting & innovative employer as an aspiring future business leader. Philips is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum – from healthy living and prevention, to diagnosis, treatment and home care. We have an opportunity for a trainee to complete a one year programme in Trade Shopper Marketing & Sales with the intention to offer the successful candidate a permanent role within Philips upon completion of the trainee role.

You are responsible for supporting the Trade & Shopper Marketing (TSM) team and Sales including:

- Maintenance of TSM tools (eg campaign dashboards listing proposal, promo tool, product feature file)
- Support of various TSM projects (ie. category management, in-store visibility)
- Online and offline point of sales materials support
- Reports and Analysis - selected reports update and backup
- Loyalty and Incentive programs - support for campaigns as well as monitoring and mapping market

**You are a part of**

Trade & Shopper Marketing team which is part of commercial triangle together with Sales and Marketing. We have a strong strategic role with focus on marketing mix (4 Ps) which means that we influence distribution strategies, price strategies, activation plans and placement / visibility of Philips products in-store and online. Our main role is to find the optimal way to adjust and implement global strategies in context of local and retail specifics.

To succeed in this role, you should have the following skills and experience

- A motivated graduate or final year Master's level student ideally with focus on business/trade/marketing/sales
- Excellent knowledge of English and Czech/Slovak language
- Possibility to work full-time (40 hours/week)
- Good numerical ability and analytical skills
- Great communication skills
- Open-minded, eager to learn and develop new skills and knowledge
- Willingness to work in a team as well as on individual projects
- International students based in Prague are welcome

\* Please attach CV in English to your application. Recruitment process will consist of a telephone interview plus an assessment centre in Prague in March. Please apply via this link: [Trade Shopper Marketing & Sales Trainee.](#)

**In return, we offer you**

- Intensive learning on the job through real experience that will allow you to accelerate your growth
- Working on various projects as well as on routine day-to-day agenda within Personal Health
- Understanding of strategy and culture of one of the strongest hi-tech companies
- Competitive remuneration package

**Why should you join Philips?**

Working at Philips is more than a job. It's a calling to create a healthier society through meaningful work, focused on improving 3 billion lives a year by delivering innovative solutions across the [health continuum](#). Our people experience a variety of unexpected moments when their lives and careers come together in meaningful ways. Learn more by [watching this video](#).

To find out more about what it's like working for Philips at a personal level, visit the [Working at Philips page](#) on our career website, where you can read stories from our [employee blog](#). Once there, you can also learn about our [recruitment process](#), or find answers to some of the [frequently asked questions](#).