



WE ARE LOOKING FOR

Turkey & CD AMET Project Lead, ekaterra, Unilever's Tea Division

POSITION IS NOW OPEN



Turkey & CD AMET Project Lead– ekaterra (Tea Business of Unilever)

Work Location: Turkey

Job Type: Contractor (1 year)

About the Tea Business

Unilever is proud of its tea business, the biggest in the world, with world class purpose driven brands such as Lipton, PG tips and Pukka. Recently, Unilever decided to separate the Tea business to ensure it can best achieve its potential and renamed it to ekaterra to facilitate its separation to a standalone entity. eka stands for unity and one purpose while terra stands for earth and nature. As ekaterra we are united in one purpose: growing a world of wellbeing through the regenerative power of plants.

Unilever is reviewing several options for the separation, including a demerger, an initial public offering, a disposal or through partnership models. Unilever will retain the tea businesses in India, Nepal and Indonesia, and the partnership interests in the ready-to-drink Tea joint ventures.

Present in more than 100 countries, ekaterra generated revenues of €2 billion in 2019. With 13 production factories in 4 continents and tea growing estates in 3 countries, ekaterra is a profitable and growing business offering a world of wellbeing with the regenerative power of plants to hundreds of millions of consumers. As a standalone entity, ekaterra is even better positioned to lead the industry with dedicated focus driving greater growth and value.

Combining the strength and scale of its global iconic brands with speed and agility, ekaterra is brewing a 'corporate start-up' mindset that's opening up new opportunities to flourish every day – both for its business and its people.

At ekaterra, we work alongside people who put consumer love at the heart of every decision. Diverse minds who celebrate new ideas, share our values and the commitment we have for the wellbeing of all. In return, we create an environment that gives our people space and freedom, where they can grow as leaders. A connected community where ideas can thrive. Where you explore new challenges. Learning all you need to master your field, and even more about yourself.

Be part of this amazing blend. Join our collective and help us grow a better world of wellbeing and a better you.

The qualities we look for in you

The Tea business is made up of a special blend of individuals which make our teams exciting and diverse. To be part of our tea family we are looking for individuals who think Green and are environmentally conscious, who

understand the power of simplicity and who are accountable for their actions. We want those who infuse mastery and passion in everything they do to create great products and unforgettable experiences for our consumers.

What's in it for you?

We believe that growth is for everyone, we believe in growing leaders and making space to grow an owner's mentality and like nature we adapt, we change, and we grow. We believe in connections over hierarchies and (work)levels. We have a 'corporate start-up' approach; we act with speed and agility, and we have the strength and scale of a large corporation. We are building a better world of wellbeing and a better you.

Your Role

Turkey & CD AMET Project Lead position is a member of the Ekaterra Project Blossom team and reports to Tea Strategy Director Africa, Middle East and Turkey.

Your Key Tasks

The purpose of this job is to set up the Ekaterra end state Customer Development operating model within AMET & Turkey region.

Main Responsibilities:

Operations:

- To manage and control the entire project; establish and maintain continuous relations with internal /external customers; take responsibility for all stages of installation,
- To ensure TSA execution & TSA exit plans in the interim period,
- To manage knowledge transfer and capability building upon completion of the project,
- To regularly report, to the relevant teams/businesses, on project progress, issues, risks, conflicts and changes to plans. Ensuring these project issues, risks, conflicts are dealt with effectively and mitigated appropriately,
- To identify and manage project dependencies and critical path, proactively manage changes in project scope, identify potential crises, and devise contingency plans, as well as delegate accordingly,
- To establish and maintain methodologies, processes and systems that ensure strategic, functional and project planning (plan, do, check) processes meet agreed soundness criteria; and
- To review process effectiveness regularly and recommend and implement ways to improve,
- Work in close coordination with all internal departments by assuming leadership role in the development efforts and project of the company,
- To share best practices between the regions, work closely with GMs to drive the RTM strategy, guidelines for customer contracts, merging retail and OOH, etc.,
- The appointed professional will play crucial high profile leadership role in all stages of project and acts as the single point of contact of the project for AMET & Turkey region,

Stakeholder Management and key interfaces

- Flexibility requirements for this role (Working Model):
- This role is a one – year contractor,
- To be fully authorized/empowered about its work and responsibilities,

Skills and Experience

Qualifications:

Minimum 5 years of Sales/Customer Development experience in FMCG or relevant industries,

- Business development, network, customer and sales management experience,
- Having achieved successful project results in previous roles,
- Extended experience in project management,
- Gained experience in successfully delivered similar divestiture / separation, and/or acquisition projects in similarly large, complex environments,

Professional Knowledge / Abilities:

- Customer Development: Strong communication and negotiation skills,
- Effective ability to lead and to motivate the personnel in the Project team,
- Strong GTM background,
- Ability to perform in an environment of ambiguity and influence decisions,
- Analytical thinking, creative problem solving ability,
- Time consciousness, diligence, flexibility and interest to accept more responsibility, able to take initiative and give proper decisions timely,
- Foreign language knowledge: English.

Preferably:

- Having multicultural environment exposure in a matrix structure,
- Having OE / PM certification,

Who we are looking for

- Being brave and confident in making decisions, having strong action-taking skills and experience,
- Having a strong sense of responsibility and dedication to work,
- High analytical intelligence and organizational awareness,
- High endurance level in problem solving and difficult conditions,
- Having the ability of epagoge, being adept at putting together puzzle pieces,
- Customer-specific business development and creating solutions for problems,
- Having fun while working, enjoying winning,
- Having the ability to work under pressure,
- Having values of honesty, pioneering, responsible growth,
- High passion for growth,
- Strong leadership in crisis management and uncertain environments,
- To display a flexible stance in the face of changing internal and external factors, to adapt the management style to difficult processes,
- To display open and transparent communication and business management.

What we can offer you**The qualities we look for in you**

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