

Sales Graduate Programme - Market Visionaries Programme (MVP) - France

Siège

Dreaming big is in our DNA. Brewing the world's most loved beers and creating meaningful experiences is what inspires us. We are owners, empowered to lead real change, deliver on tough challenges, and take accountability for the results. We are looking for talent that shares these values, that is ambitious, bold & resilient. We want talent that is looking for fast career growth, cross-functional experiences, global exposure and robust training & development.

Sales Graduate Programme - Market Visionaries Programme (MVP)

Develop your sales pitch, meet new customers and create better brand experiences – so you can take our beers further.

At AB InBev, Challenge Accepted isn't just a phrase; it's a mindset. That's because we are the world's largest brewer, with iconic brands like Bud, Stella Artois and Corona.

We are a team of curious individuals who see every challenge as a new opportunity to do something incredible. We are resourceful people who thrive under pressure and take ownership of our success. Because we are owners, we take results personally. We dream big, take on new challenges and push the boundaries of what's possible.

Our sales teams are at the frontline of our business, connecting customers and consumers alike with a world-beating portfolio of incredible brands. From field to glass, we're transforming how we work with technology with our sales teams at the heart of our business. Whilst this programme will train, develop and challenge you in equal measure it's just the first step in your career with us. Every career at AB InBev is unique, but we can promise it will be fast, challenging and full of opportunity. Are you ready to accept the challenge?

The Role:

Our Market Visionaries Programme is an 18-month programme in field sales, giving you the confidence, training and communication skills necessary to sell anything from new products to great ideas.

After an initial induction to the company strategy, you will spend 18 months in the frontline of our business, either in On-trade sales (pubs, bars, clubs) or Off-trade sales (supermarkets, corner shops, retailers). Both require you to be out in the field, finding new customers, negotiating deals with business owners, and looking for ways to activate our brands and gain market share. This hands-on experience in the trade will be complimented with strategic business projects to develop your commercial skills. We will make sure you are an expert in beer styles so you can use your knowledge to impress customers and ensure every beer served is a great one.

It's an intense programme that's designed to develop you to improve and innovate in a challenging environment. It'll bring you up close and personal with a world-beating collection of brands loved by consumers over the world. It also offers amazing training from our senior leaders and is designed to help you lay the foundation to build the career you want. If you deliver great results and meet our expectations, we will invite you to take your first managerial role within AB InBev.

Who are we looking for:

As the leading global brewer, we are committed to bringing people together for a better – and more equal – world. A more equal world starts when everyone can thrive. At AB InBev we value the diversity of cultures, perspectives, skills and experiences within our workforce and we strongly encourage women, people of colour, LGBTQ+ individuals, people with disabilities, members of ethnic minorities and foreign-born residents to apply.

Talented. Hungry. Ambitious. Entrepreneurial. You set trends rather than follow them. You are innovative, creative, a doer as well as a dreamer, with a flair for communication and relationship building.

You are a natural salesperson – you love being at the frontline of the business, connecting with customers and merchants. You will also have the confidence and resilience to back your own decisions, take ownership of your projects from day one, and meet ambitious targets

You should graduate (before September 2022 and no more than two years prior) with a Bachelor, Masters (or equivalent) degree, hold a full driving licence and be fluent in English as well as the native language of the country you wish to work in to be eligible for this program. You should also have no more than 2 years of professional experience (internships/volunteers/student jobs not included).

Please note you will need a valid visa/work permit to be eligible for the program in the country you are applying for.

As part of the programme, you will be expected to be fully mobile within your country. You might be assigned a region within your country that is different from your current location.

Please be advised that you will only be considered for the first application you submit, therefore please make sure you are completely happy with your choice as this decision is final.

There is no need to upload a cover letter – this will not affect your application.

What can you expect from us:

In this role, as well as having the potential to transform your career, you'll also play an important role when it comes to strengthening the communities we serve, building a better, more inclusive and equal world. You will get the support and coaching you need to succeed. We are a meritocracy, with plenty of room for growth and development, so you know your hard work will be rewarded. We encourage you to dream big and go after your goals. You will get to be creative, work with international teams so you can build a global network within AB InBev and have direct control over your career and where it takes you.

Whilst the Market Visionaries programme will give a world-class foundation in sales, we don't believe in limiting the breadth of your career. Previous MVP graduates can be found across our European business in areas from Finance to People (HR). We're willing to give you freedom to shape your career if you accept the challenge.

If this sounds like the incredible opportunity you've been waiting for, apply today.

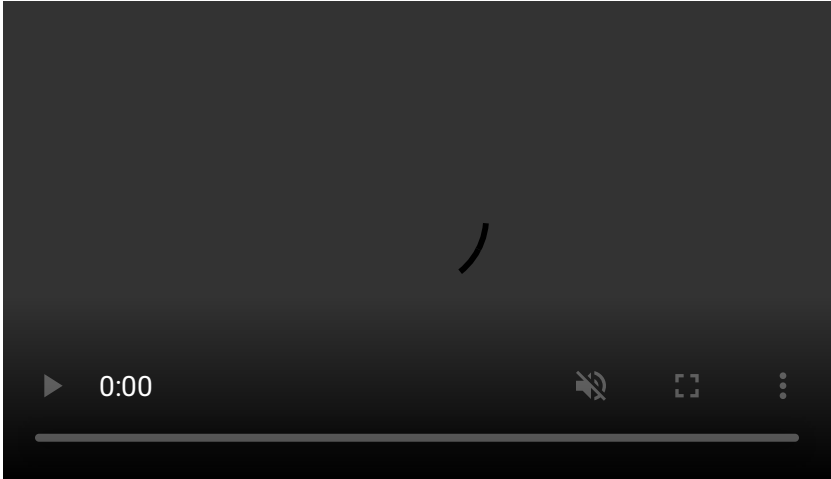
#bestbeerjob #challengeaccepted

Start date: August 2022

How to apply details

https://europecareers.ab-inbev.com/programmes/market-visionaries

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