

**Explore new career horizons in our expansion countries!**



# Head of Sales RDC (m/f/d)

Place of work: North Macedonia / Skopje  
Entry date: 01.02.2025

## Welcome to #NewLidlCountries

Are you looking for a new challenge in your professional life?  
Do you want to develop personally and professionally and take on responsibility, especially in an international context?  
Then the career opportunities in our expansion countries are perfect for you!

**Apply now!**



## Your responsibility as part of our new opening

- Lead and develop the national sales teams
- Own the overall corporate responsibility for sales and the sales strategy
- Plan, develop and control all sales projects as well as implement operational sales and coordinate afterwards
- Support, suggest and implement new concepts and projects
- Analyze, optimize and conduct quality assurance of sales processes regarding internal standards

## What it takes to drive expansion

- At least 6 years of professional experience in Sales/SCM/LOG, where at least 2 of which are managerial experience
- BA degree in Retail, Economics or similar
- Fluent English language skills; knowledge of German and Macedonian are an advantage
- Mobility for training
- Driving license – B category
- High sense of responsibility, teamwork and commitment, and strong social and communication skills

## Working in an expansion country - what we offer

- You will take a lot of responsibility, allowing you to develop both professionally and personally
- You can help build and shape the local organization and leave your own mark
- You will experience just how international Lidl is and have the chance to expand your international network
- You will have a company car at your disposal

**Contact details:** [jobs@lidl.mk](mailto:jobs@lidl.mk)