



La Prairie is the leader in luxury skincare, present in 90 countries around the world. Synonymous not only with luxury, the La Prairie name evokes innovation, performance, high-touch service and Swissness — the purity, precision and excellence inherent to the extraordinary land that saw the brand's inception in 1978. La Prairie endeavors to fulfill a quest for timeless beauty through the highest standards of advanced technology combined with exquisite formulations and elegant packaging — elevating science to art.

We are looking for a

Senior Regional Training Manager LATAM

She/he will be acting as a brand ambassador for La Prairie in the highest capacity, leading the training function for the Latin American Domestic Markets and Travel Retail Americas region. It is this role's mission to lead and provide support to the BAs and the field sales force through training seminars, in-store events and press events to drive retail sales.

Primary Duties and Key Responsibilities

- Plans, executes, and follows up training sessions in Focus Markets. Submits reports on trainings done for travel retail and local market.
- Develops, curates, prints and distributes Spanish language Training Material for travel retail and local market.
- Manages training budget for travel retail and local market.
- Art of Perfection: support TR Retail Managers and Local Market Brand Managers in Focus Markets analyze AoP results to develop strategies to improve sales and performance for travel retail and local market.
- Manages and develops the outreach of iPad project for travel retail and local market.
- Leads LATAM Distributors Trainers: provides guidelines, follows up and gives feedback on proper local implementation. Delivers TTT Spanish (only region to do it). Local market only.
- Conducts events (PR, consumer) in Focus Local Markets. Local market only.
- Attends TR Retail Meetings, General Marketing Meetings, Education Summits, and Train the Trainers in NY (2) for travel retail and local market.
- Collaborates in the LM Distributor Meetings and TR Regional Meetings + BA Conventions for travel retail and local market.
- Work with Global Education Team to meet global initiatives.

Qualifications

- Bachelor's degree required
- Has a good understanding of the business: KPIs, sell in / sell out, distribution, etc.
- Fully bilingual in English and Spanish required
- Minimum of 5 - 10 years' experience
- Self-motivated and strong leadership skills
- Friendly disposition; excellent people skills; entertaining personality
- Must work well autonomously
- Experience in developing and delivering educational programs
- Luxury beauty experience preferred
- Excellent presentation and communication skills
- Strong selling ability
- Innovative thinker and able to solve problems independently
- Technical and computer skill savvy
- Must be flexible, open to change and extensive travel – approximately – 70%
- Available to start immediately

Please direct qualified resumes and a short cover letter to: Lauren Silvi, Senior Manager, Human Resources, lauren.silvi@laprairie.com

