



Commercial Director

We are seeking a dynamic and experienced Commercial Director (Shop & Gastro) to lead the commercial operations of a retail network comprising over 130 stores.

Key Responsibilities

- Lead and manage the Commercial Department, overseeing the sale of goods in shops, refreshments, and services incl. Car wash across the retail network.
- Negotiate and finalize business terms with vendors; approve planograms and develop interior concepts and solutions aligned with the current sales strategy.
- Oversee logistics processes, including product flow, supply chain, inventory management, waste management and related administration.
- Ensure compliance with sales standards and alignment with the company's commercial strategy.
- Select and manage suppliers of goods, services, raw materials, and products; oversee contractual relationships and ensure fulfilment of terms.
- Manage new products development, listing of new goods, plan and manage promotional calendar and agreeing on terms and conditions with suppliers and producers.
- Monitor key economic sales metrics, prepare analytical reports according to specifications, and evaluate market trends and performance. Monitors business trends in the area of retail sales.
- Supervise and support Category Managers and Regional Managers; responsible for creating standardization of store interior solutions, lead/prepare and implement investment projects in collaboration with other departments.
- Coordinate activities and contribute to cross-functional projects within the company and the broader international group.

Requirements

- Proven experience in commercial leadership within retail or FMCG.
- Strong negotiation, strategic planning, and team management skills.
- Ability to drive innovation and operational excellence in a fast-paced environment.
- Fluent in English; additional languages are a plus.

What we offer

- Stability and excellent working conditions in a supportive environment.
- Recognition and appreciation for your work.
- A competitive compensation package.
- Rooftop running track and shower facilities – perfect if you enjoy sports or prefer a green commute by bike.

If you are experienced, friendly, enthusiastic, and would like to join us, please apply - with an English professional profile - here: karrier@orlen.hu .

What you need to know about us

ORLEN HUNGARY Kft. is a member of the international ORLEN Group, the largest energy company in the Central and Eastern European region, engaged in the extraction and processing of crude oil and natural gas, as well as the production, distribution and sale of fuels, petrochemical products, natural gas and energy from renewable sources.

ORLEN is a strong international brand in the fuel market, with nearly 3,000 filling stations in six countries (Poland, Germany, the Czech Republic, Lithuania, Slovakia, and Hungary).