



#TEAMTALK

INTERVIEW WITH SAMANTTA SALES

SALES (Brazil)

01. Residence:

Cotia City, São Paulo, Brasil.

02. Hobbies:

Running, hiking and travelling.

03. How long have you been working at GEKA?

Since November 2018.

04. What are your main activities?

I am part of the „Latin America“ sales team at the GEKA site in Brazil. My main task is to grow the GEKA business by increasing sales with existing customers and acquiring new customers. I take care of the general issues of customer accounts and make sure that we are recognized as an excellent supplier. My daily work consists of meetings and client visits to analyze our customers' challenges, find suitable solutions, prepare proposals and plan projects. I also act as a liaison between the customer and GEKA to ensure that communication is successful right up to the end of each project.

05. What do you like most about your job?

My passion is to find solutions for our customers, to meet their needs and exceed their expectations while achieving positive results for the company. I am motivated by the dynamics that characterize a role in Sales, as well as the daily challenges, the negotiations, the market trends and the interface with the other areas.

06. Which activities allow you to find your flow?

Quotations, price negotiations and sales forecasts.

07. Which beauty brand is your favourite?

I like the cosmetic brands of Group Boticário (Brazil) and especially their mascaras, which are mainly made of

GEKA packaging.

08. Which beauty product is a musthave for every trip?

My make-up essential kit has to be taken on every trip, of course: Face foundation, blush, mascara and lipstick.

09. Name three reasons that speak in favour of GEKA as an employer:

I have come to know GEKA as a transparent, reliable and innovative company that constantly shares information and keeps in touch with its employees, while employees have the opportunity to make suggestions and contribute to the growth and innovation of the company. I really feel part of a team that is moving together in a common direction.

10. Describe GEKA in three key points:

Human. Ethical. Innovative.

11. What is your favourite dish in our canteen?

Sushi.

12. Who comes to your mind when you hear the word „successful“?

My successful reference persons are my father and my mother, who, in their own way, have reconciled career and family, raised three children and forged a beautiful life path for all of us, full of love.

13. Where else would you like to travel?

I have several destinations in mind, but at the top of my list are the beautiful beaches in Thailand and the amazing Northern Lights in Iceland.

14. What are you grateful for?

I am grateful for my health. And I am grateful that I have been able to seize many great opportunities in life so far, and that I am sure many more will follow. And I am especially grateful for being able to live a life with my loved ones, my family and my friends – with the best moments and the best memories.

15. Your guiding principle or quote that accompanies you in everything you do?

Honesty, perseverance and a commitment to excellence in all areas of life.