

Avon Cosmetics Greece Ltd in Retailing (Greece)

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Date: July 2013

Pages: 3

Price: US\$ 150.00 (Single User License)

ID: A930E8781E8EN

Abstracts

Avon experienced relatively good growth amid the recession. The company's prime strategy continues to focus on new product offerings and frequent value offers and price deals in order to sustain consumers' interest. The challenge continues to be to maintain revenue at the more lucrative value-added end of the market while the retailer is also expected to go through another year of strong recruitment of sales representatives in order to maintain forecast volume sales.

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