

**LEADING MNC-FMCG CLIENT IS URGENTLY LOOKING TERRITORY MANAGERS –(OOH) FOR TRADE AND LMT BUSINESS.
LOCATIONS: FAISALABAD**



Territory Manager (OOH)

- Education: BBA / MBA Marketing , Supply Chain, Sales
- Experience: 3-4 years.
- Salary: up to 80K, Plus Company maintained Car and other benefits

Objective:

Manage the distributors and trade for the designated territory (OOH) to ensure effective and efficient distribution operations to deliver sales Key Performance Indicators / targets.

Key Responsibilities:

- Drive the business to the desired ambition Underlying Volume Growth / Sales Growth.
- Uplift the Competitive visibility in Store(OOH).
- Coordinate with Distributor/Customer Operational plans / Executions.
- Negotiate with Customer for Joint Business planning.
- Have the acumen for Financial Matrix – Business Profitability / Gross Margin.
- Lead and drive the extended team – Build team & develop talent.
- Be accountable to uphold the business KPIs.
- Redefine the process post execution analysis with strong analytical skills

Skills Required:

- Possess strong interpersonal, analytical and multi-tasking skills.
- A lot of empowerment will be given in this role hence the resource should be good at accountability, responsibility should have strong bias for action.
- Basic Information Technology knowledge is a pre-requisite

Candidates having relevant experience and qualification can send their updated profile at hr@stepsahead.com.pk, mentioning “TM (OOH)-FSD” in subject line, till December 26, 2019.