



Leading MNC-FMCG Client is urgently looking **Territory Manager** for Trade and LMT business.

Territory Manager (Trade / LMT)

- Education: BBA / MBA Marketing
- Experience: 1-2 years.
- Location: Karachi
- Salary: up to 80K, Plus Company maintained Car and other benefits

Objective:

Manage the distributors and trade for the designated territory 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.
- 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 Key Performance Indicators.
- 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 - KHI” in subject line, till June 03, 2020.