

Leading MNC Client is urgently looking Sales Executives for expending Trade business.

Sales Executives

- Education: BBA / MBA
- Experience: 2-3 years.
- Salary: up to 70K and other benefits
- Locations:
 - 1) Multan Region
 - 2) Faisalabad Region
 - 3) Lahore Region
 - 4) South Region
 - 5) North Region

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 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 an 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 profiles, till **December 28, 2020.**