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**HIRING**

# Territory Managers for a Leading MNC – FMCG Client

## OBJECTIVE:

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

## 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.

## REQUIREMENTS:

- ✓ Education: BBA / MBA Marketing
- ✓ Experience: 1-2 years.

**Salary: up to 80K, and other benefits**

## 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 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.

## LOCATIONS:

**ISLAMABAD | MULTAN  
HYDERABAD | KARACHI  
RAHIM YAR KHAN**

Interested candidates can send their profiles till **October 3, 2021**