



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.

- 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.

- 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 and 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

**LOCATIONS:
MULTAN | FAISALABAD**

Send your profiles till November 21, 2021