

Territory Managers for a Leading FMCG MNC 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:

QUETTA | KARACHI

Send your profiles till **December 05, 2021**