

معتمدون لانداز تأشيرات العمل وتصديق الشهادات لقنصلية المملكة العربية السعودية

VACANCY	JOB
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يرجى المابلغ بانك قرأت الماعدان عن طريق موقع شركة المهدف للتوظيف

A Leading Factory in KSA is seeking to recruit the following:

Key Account Executive (code 010)

Works with Finance teams to ensure that customer/s are sufficiently credit funded and payment compliant with CDA Terms.



EM functions to develop Account Specific Standards for order taking, merchandising, product range, promotions, pricing and equipment to ensure that all accounts are maintained accordingly.



Balances time between Office and Field to reinforce the Account Strategy, In-Store Execution and Adherence to Agreements.



Leads corrective actions, highlighted by ABP's either Sales Operation/Finance Teams where appropriate to become CDA Compliant.



Develops strategic relation with persuasive/assigned customers to ensure increase Sales and Profitability by channel.



Develops and prepares Defensive Plans against Competitive Attacks to ensure Compliance with ABP's Best Practices including CDF, WEKA and HHC.

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Qualification

Graduate degree in preferably the field of marketing/ finance

Minimum (4) years of experience in FMCG Modern trade from which at least (2) in a supervisory/ professional position

Fluent English language both spoken and written

Very good PC skills MS office applications specially Excel and power-point

WEKA; winning every key customer

Negotiation skills training

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(code 020)

Territory Development Supervisor

	Job description
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able objectives that are consistent with the Company's goals with each member of the territory team in order to achieve territory monthly sales volume objectives.

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service level and know the customer report competitive activities and infrastructure requirements (Coolers, Trucks and etc.) within the Territory as per market needs.

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Prepares and executives monthly plans with the coordination of KAM and ensure availability of all SKU's within the territory as per the requirement.

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Coach each individual in terms of sales volumes, targets and pricing to ensure clear communication and adherence of pricing and promotions.

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Follow up on the update of the Territory Scoreboard on a weekly basis to evaluate performance measures

Provides recognition and feedback to the Territory Sales Team against quantitative and qualitative performance to motivate the team motivation level.

& the Territory Team to ensure WORK*WITHs model desired behavior by making demonstration calls and maintain records of WORK*WITH objectives and progress for each Team Member.

ts successful execution of core work (delivery, backroom management, merchandising and equipment) and to maintain a physical presence in the territory to ensure understanding of customer's

Achievement of Territory monthly sales volume objectives.

Execution of Company's Consumer & Trade initiatives.

Availability of all SKUs within the territory as per the Company's guidelines.

Improving on routes productivity KPIs for all routes within your territory.



Complying with the Company's Credit Policy.



Implementation of Company's developmental & training programs.



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Interested candidate are required to send their CVs to:

contact@targetjo.com

ملاحظة هامة

- جميع الاعلانات - بقس

ننشرها كما تردنا من الشركات المعلنه او من المواقع الاخبارية دون تحمل اى مسؤولية

(لمتابعة اخر الاعلانات ولما باول يرجى مراجعة موقعنا كل نصف ساعة حيث يتم تحديث الاعلانات وبشكل مستمر كل نصف ساعة)

TARGETJO

ادعوا اصدقائك للاشتراك معنا لتصل جميع اعلانات التوظيف الى بريدكم الالكتروني مباشرة