

Field sales manager, Sales Key Account Executive, Sales Supervisor and Trade Channel Manager

A Business group in Kuwait

1- Field sales manager

Major: degree in Business Administration, or any related field

Experience: 7-9 years of experience in FMCG field

Major Responsibilities:

- Ensure that the sales force is properly equipped, trained and motivated to achieve their objectives.
- Work in market on a regular basis with all sales personnel to assist them in managing customer issues, improving performance and providing training objectives.
- Report market and competitive activities to your manager with recommendations on actions and objectives that should be adhered to.
- Review and analyses sales force achievements to ensure company objectives are being achieved and control systems adhere to.
- Assist the sales representatives in identifying and pursuing new business opportunities via expansion of the customer base, promotional activities, range extensions or merchandising changes.

Salary: KD 800 + KD 250 Housing Allowance + KD 100 Car Subsidy + Relocation allowance (1 basic salary), Bonus, Medical Insurance and Annual Air Ticket

2- Sales Key Account Executive

Major: degree in Business Administration, Economics, Marketing, or any related field

Experience: 2-3 years FMCG experience in as similar leading role

Major Responsibilities:

- Assist in the development of monthly priorities sheet for Key Accounts team and organizes monthly sector meetings.
- Assist the sales team in identifying and pursuing new business opportunities, through the expansion of customer base, width and breadth.
- Prepare and conduct quarterly business reviews with all Key Accounts
- Report market and competitive activities and ensure to have the best in market excellence execution.
- Review and analyze sales achievements by customer, salesman and agency.
- Review sales priorities and make promo allocation by customer
- Spend 75% of his/her time in market

Additional requirements:

- Fluent in both English and Arabic
- Proficient in operating MS Office application

Salary: KD 510 + KD 50 Transportation allowance + KD 40 Other Allowance, Bonus, Medical Insurance and Annual Air Ticket

3- Sales Supervisor

Major: degree in Business Administration, Economics, Marketing, or any related field

Experience: 2-3 years FMCG experience in as similar leading role

Major Responsibilities:

- Review MTD Sales per Sales Rep and give directions (corrective if necessary) to Salesman accordingly
- Maintain credit control of customers in line with GTRC trading terms.
- Spend 80% of his time in the field with his sales team and documents it in a field contact and on-the-job training reports

Additional requirements:

- Training and coaching of sales team
- Age between 25-32 years
- Valid Driving License

Salary: KD 510 + KD 50 Transportation allowance + KD 40 Other Allowance, Bonus, Medical Insurance and Annual Air Ticket

4- Trade Channel Manager

Major: degree in Business Administration, Economics, Marketing, or any related field

Experience: 10-12 years of experience in FMCG field

Major Responsibilities:

- Lead sales unit assigned towards the consistent attainment of GTRC sales fundamentals per supplier category and per channel / customer / outlets
- Develop the selling abilities of his team in the unit through continuous training and coaching in the field
- Develop outlet sales and delivers highest numeric distribution (availability per channel distribution model) is achieved per category, brand, item and outlet

Additional Requirements:

- Bilingual (Arabic/ English) is a must
- Training and coaching of sales team

Salary: KD 1,200 + KD 350 Housing Allowance + KD 100 Car Subsidy + Relocation allowance (1 basic salary), Bonus, Medical Insurance and Annual Air Ticket

How to apply:

Kindly send your CV or contact the Career Services Center, E-mail: career.services@balamand.edu.lb,
Ext. 7801; 7802