

Off Trade Sales Supervisor - Istanbul Asia

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Company: Pernod Ricard

Location: İstanbul

Category: other-general

MAIN RESPONSIBILITIES:

Responsible for the realization of the determined sales targets (volume, turnover, collection, etc.) on a monthly, quarterly and annual basis within the framework of defined resources and strategies.

Responsible for the management of the daily operations (order, stock management, invoicing, shipping, etc.) of Exclusive and Subordinate distributors within the framework of PR working principles.

Within the scope of the market entry strategy, it is responsible for determining the scope of the point within the area of responsibility and creating the service package.

Responsible for customer segmentation, investment planning and, accordingly, implementation of horizontal and vertical growth opportunities in line with the commercial marketing strategy.

Plays a role in the management of all customers through the transfer of company priorities and business development approach.

Regularly informs about key issues and trends affecting the sales region and makes recommendations on actions that need to be taken.

Creates sales estimates for the area of responsibility, determines the goals of the team, and is responsible for the implementation of central and local campaigns.

Coaching the sales teams that responsible for (PR & Distributor teams), determines the development needs for each team member, creates environments where employees can develop and work motivated.

Exhibits and appropriately represents Pernod Ricard's values.

REQUIRED QUALIFICATIONS:

Bachelor's degree in related fields,

Minimum 4 years of experience and minimum 2 years of team management experience at FMCG sector (Food/Beverage industry experience preferred)

Experienced in field, market and competitor analysis

Willing to locate in İstanbul Asia

No travel restrictions

Driver's license (B)

Good command of Microsoft Office Programs

Job Posting End Date:

Target End Date :

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