

المملكة العربية السعودية  
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المنطقة الشرقية  
المنطقة الغربية  
المنطقة الوسطى  
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JOB	VACANCY
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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 compliance

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Works with Sales' Operations' TMM and MEM functions to develop Account Specific Standards for order

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

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Leads corrective actions, highlighted by ABP's either Sales Operation/Finance Teams where appropriate

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

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Develops and prepares Defensive Plans against Competitive Attacks to ensure Compliance with ABP's

**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

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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**Territory Development Supervisor** (code 020)

**Job description**

Prepares, develops and reviews clear and deliverable objectives that are consistent with the Company's

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Conducts market visits and the outlets, in order to assure the service level and know the customer report

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Prepares and executives monthly plans with the coordination of KAM and ensure availability of all SKU's

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

À

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

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Provides recognition and feedback to the Territory Sales Team against quantitative and qualitative performance.

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Assess performer capability through WORK\*WITHs and ONE-with-ONEs providing development feedback.

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Supports successful execution of core work (delivery, backroom management, merchandising and equipment).

Achievement of Territory monthly sales volume objectives.

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Execution of Company's Consumer & Trade initiatives.

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

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

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Complying with the Company's Credit Policy.

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Implementation of Company's developmental& training programs.

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