TERRITORY SALES MANAGER

BASED IN EGYPT (CAIRO)

GLOBAL PPE MANUFACTURER – SALARY IS NEGOTIABLE

The Company

This is an excellent opportunity to join a global PPE manufacturer in an entry-level sales position, responsible for promoting and selling products and services to achieve/ exceed targeted sales within the assigned territory.

The Role

- Build and maintain effective stakeholder relationships with internal stakeholders and colleagues.
- Supervise and train distributors' staff in specific knowledge and procedures.
- Formulate sales, conversion plans and objectives monthly with line manager and carry them out within the territory
- Work closely with customer service, monitor trade expenditure and reporting of customer complaints information via the Quality department
- Conduct regular sales meetings with distributors and end-users to keep them informed of new developments in strategy, products and policies.
- Achieve the personal development plans set for him/her
- Network effectively at local territory trade shows, exhibitions, industry forums and reseller networks
- Prepare all relevant sales plans, budgets, reports and forecasts and ensure that they are presented on time to line manager and other concerned departments
- Directly assess, analyse, prioritise, plan and execute the company's end-user business within the designated territory
- Conduct a continuous account profile in interaction with the Sales Leaders and key end-users from which appropriate market strategies can be developed. Record all relevant data in the CRM system.
- Monitor the performance of and liaise with distributors to maximize profile with the distributor/end-user networks
- Plan effective joint end-user visits with distributor teams to ensure distributor growth is achieved
- Ensure the accuracy and detail of data captured within the defined CRM
- Ensure that all sales business is conducted within relevant legislation, defined trading terms and following company policy and ethical standards
- Monitor competitor activities in the market and distribution channels
- Carry out any other special assignments under the direction of their line manager

The Candidate

- Bachelor degree preferably in Business, or related fields
- Minimum 1-2 years of Sales experience
- 2-3 years of experience of a strong Customer Service/Business Support background
- Verified experience in consultative selling-like methodologies/approaches
- Knowledge of distribution networks
- Existing industry, end-user and reseller network knowledge
- Budget & reporting skills – monitoring, reporting, defining key issues and corrective strategies
- Negotiation skills
- Understanding and ability to use CRM system
- Persuasive & engaging communicator, both in written & verbal form
- Self-starter & strongly self-disciplined re business processes/procedures
- Effective team player in partnering with others who may not be part of the same team
- Solutions approach to problem-solving
- Frequent domestic travel and international travel as required (75%)

TO APPLY, EMAIL: Nicky@tagsearchandselect.com