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Regional Sales Manager

Description

You will initiate and drive Channel Strategy and Territory Management to achieve the business plan and developing volume sales for the specified products. Maximize sales and distribution across chosen markets/channels for the products, streamlining and strengthening the distribution network. You will be responsible for managing regional sales team including coaching, recruitment and performance monitoring. Managing internal relationships: facilitate cooperative work between the RSM team and the RTM account handlers as well as building relationships with key stakeholders to ensure effective team work across all functions. Ensure Trade Investment Budget is utilized, monitor budgets and ensure financial control on expenditure. Your core competency should be around sales/ channel development / business development / RTM.

Qualifications

At least 10+ years of sales / category management / trade marketing. Strong commercial acumen as this is not just another sales job it requires high levels of strategic initiative and accountability. Fluency in English.

Hiring organization

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Employment Type

Full-Time Regular

Job Location

Muscat

Date posted

November 25, 2019

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