

# United Arab Emirates Jobs Expertini®

## **BDM (Upper Gulf) - Chilled & Frozen - Everyday Goods Food**

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Company: GMG Group

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

### **About GMG**

GMG is a global well-being company retailing, distributing and manufacturing a portfolio of leading international and home-grown brands across sport, food and health sectors. Its vision is to inspire people to win in ways that make the world better. Today, GMG's investments span four key verticals: GMG Sports, GMG Everyday Goods, GMG Health, and GMG Consumer Goods. Under the ownership and management of the Baker family, it has become a leading global company, affiliated with the world's most successful and respected brands in the well-being sector. Working across the Middle East, North Africa, and Asia, GMG has introduced more than 120 brands into its markets.

### **About the role**

The role holder is responsible for the business development of Chilled and Frozen in the Upper Gulf region. Under the supervision of the Director for the category, the BD Manager has to follow up the order pipeline, align with the distributor on the monthly goals and targets set by the Director and replace products / sku's as per market needs or supply possibilities.

### **Core Responsibilities**

Follow up on monthly targets and goals set for every distributor.

Secure the pipeline 3 months in advance and give visibility to Finances and Factory to ensure timely purchase of raw materials and line time allocation.

Accurate reporting (sales targets, outputs, activities implementation, budget management).

Reporting monthly performance of each country and distributor and coming up with

development ideas.

Setting value chains, price positioning and launch plans.

Researching and identifying customers and market gaps to identify new opportunities for growth.

Work with the distributor team to forecast monthly shipments.

Work on trade marketing plans and marketing budgets for assigned regions.

Work with sales team for product distribution, displays and dominance in the assigned market.

Work with the distributor sales teams to ensure proper brand positioning and establishing the brand guidelines.

Following competitor activities, sales progress, supply chain & product quality issues to the company to identify opportunities for growth.

Ensuring product availability at all times, maintaining adequate stock levels, following ordering schedules.

Tracking, analyzing and reporting findings from competitor and market analysis, its impact on the Business Unit.

Developing and maintaining a winning relationship with key customers.

Ensure payments are on schedule and have no overdue payments from distributors.

Liase and manage indirectly the distributors sales team.

Ensure the distributor sales team is proficient in brand understanding and standards required.

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