

Junior Key Account Executive Jobs in Dubai | Unilever Careers

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Company: Unilever

Location: dubai

Category: other-general

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Description:

To deliver a win win partnership with the various Stores/Customers through delivery of consistent profitable sales growth, flawless execution & commercial discipline

Job Responsibilities:

- 1- Strictly adhere to the company's code of conduct in all business dealings/Customer Engagements as well as safety & security protocols.
- 2- Achieve volume and value targets of the designated route/customers via effective Feet on Street metrics.
- 3- Ensure strict implementation of the contractual terms with the customers and report back compliance.
- 4- Speed to shelf on promotions/innovations planned for launch by ensuring Listing, Ordering, & displaying.
- 5- Ensure effective implementation of POS as well land extras in store via product/category knowledge and customer relationship.
- 6- Collect outstanding's from trade on time as to maintain debtors to sales ratio as per company policy.
- 7- To be company's 'eyes and ears' in the market and report on competitive activities and customer initiatives via consistent reporting to line manager.
- 8- Ensure full understanding of Merchandiser Journey as well ensure their route plans/ execution are in place.

9- Manage with merchandising team to resolve any issues related to in store execution such as OSA GAP, SOS, NPD at a store level.

10- Actively manage customer stocks to ensure sustainable execution.

Job Requirements:

1- Bachelor's degree in Business Administration.

2- 0 –2 Years Experience in Sales and Key Account Management experience preferably within FMCG industry.

3- Negotiation Skills.

4- Growth Mindset.

5- Team Commitment.

6- Has Customer management and selling essentials.

7- Objective Analytical Power.

8- Influencing Others.

9- Excellent communication skills.

10- Valid Driving License.

11- Full proficiency of English and Arabic language.

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