

Key Account Manager Jobs in Dubai | PepsiCo Careers

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Company: PepsiCo

Location: dubai

Category: other-general

Key Account Manager Jobs in Dubai | PepsiCo Careers
Job Responsibilities: Develop and implement the Modern Trade Strategy to include trading terms development and category revenue growth planning for his customers and accounts

Manage MT budget (terms, promotional funds and field (sales force) to achieve increased operating profit , revenue and volume growth for his customers

Develop Customer Account Plan for the allocated accounts that are aligned across the business system

Phase volume, revenue, net revenue per/kg, spend and gross profit targets

Drive Visibility & Access Points Strategy which fits stores types/formats and ensure targets

achievements
Job Requirements: Functional expertise with FMCG Company for a minimum of 4-5 years.

Solid understanding of Modern trade business drivers.

Project Management – ability to pull together, manage and lead cross functional teams, build critical paths , communicate clearly and maintain focus & momentum against key initiatives.

Good in planning and organizing (multiple priority management)

Organizational ability – managing a large workload, strong analytical skills.
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LOCATION

ACTION
Key Account Manager

Dubai

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