

National Sales Manager

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Company: Danone Egypt

Location: united arab emirates

Category: other-general

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Job Description

KEY ACCOUNTABILITIES

1. Plan & develop the business in the region• Identify opportunities to develop the business in the region & propose action steps to the Field Sales Manager• Cascade strategy & sales cycle focus• Plan sales cycles• Support Reps in developing their annual business plans for their territory• Frequently follow up on implementation of plans• Build top-to-top relationships with key customers
2. Manage Sales performance• Monitor Sales Rep KPI's (weekly & monthly)• Manage the Sales Effectiveness System• Report frequently to sales management & sales team on targets, objectives, KPI's, ...• Provide up to date information/Forecasts• Implement & monitor segmentation• Own the regional Prescription & Influence Map
3. Manage, coach and develop the Sales team• Identify talents through people reviews• Create & follow up on individual development plans for each team member• Recruit new team members• Conduct annual PDR & mid-year review with each team member• Accompany each team member in the field & provide structured performance feedback• Evaluate training needs of team members & collaborate with HR• Provide training opportunities on- and off-the job for team members
4. Motivate the Sales team• Jointly set suitable objectives• Provide constructive feedback & praise• Coach team members on their strengths (monthly)• Conduct weekly team meeting to build/strengthen the team spirit & share best practices in the region
5. Be the spokesperson of the regional team• Collect and exploit market & competitor information from the Sales team & forward it to Commercial Effectiveness Manager/Channel Mgr./Key Account Manager

/Marketing/Medical/...• Ensure bi-directional communication flow and have regular progress update meetings with Sales Manager and other sales functions/other departments when relevant Job Category Healthcare & Medical Sales & Retail FMCG Job Requirements Experience Any Career Level Any Job Type Full Time Vacancies 1 Open Positions Salary Negotiable Gender Any Degree Level Bachelor's degree Faculty / Institute Any Major Pharmacy, Medicine & Surgery Age Any Nationality Egypt Residence Location Egypt Languages Any Own a Car Any Have Driving License Any Job Skills SOFT SKILLS:• Good communication, interpersonal, people management and time management skills;• Ability to manage high work volumes;• Strong attention to detail;• Leadership Abilities coupled with strong conflict resolution skills• Ability to coach and develop others;• Problem-solving abilities ADDITIONAL CANDIDATE REQUIREMENTS: Education BSc. in Medical, Nutrition, Health Care or Pharmacist Experience / knowledge required 5+ years successful experience in sales minimum, experience in more than one channel, contract/ tender management knowledge, results proven in private and institutional market Mobility Candidates should be open to move within the region or outside the region with Danone in 3-4 years if such opportunity will arise which will contribute to his/her career growth If you interested please send your cv to recruitment. About The Company Danone Egypt Address Plot 2 B , B 2D Industrial Zone, Block 22000, El Obour City - Cairo - Egypt Telephones 02-44788883 - 02-44788884- 02-44788885 - 02-44788886 - 02-44797971 Company Industry FMCG Apply For Job Or share with friends Share this job to: Similar Jobs #J-18808-Ljbffr

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