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Route Supervisor Jobs In Dubai 2022 | National Food Products Company | NFPC Group

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Company: NFPC Group

Location: dubai

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Job Responsibilities:

Set and communicate clear goals and sales targets with sales team.

Coach, communicate, motivate, and support route teams in their achievement of route targets.

Manages employee performance to ensure customer base goals are achieved. Maximizing revenue and profit from existing customers, protection of company assets and safety.

Planning and executing assigned coverage/route plan.

Ensuring vehicles are utilized in a cost-effective manner (minimize driving time and maximize delivery time) exceeding the specific distribution & service demands of our customers.

Conduct regular market surveys to determine existing route plan efficiency and enhance as necessary.

Maintaining accurate and to-date records (customer base data management).

Respond and resolve customer issues in a timely and appropriate manner.

Continually seek additional revenue opportunities with existing and potential new customers.

Careful monitoring of KPI's (capacity, cost per bottle, failure rates and volume per customer).

Ensure collections are done in a proper timely manner.

Conduct daily market visits to assess the adequacy of the sales and distribution network, study market trends and activities.

Conduct daily assessment of sales and distribution by meeting the sales team.

Report to management any change to current market situation and information on competitor's activities in order to generate ideas to increase sales & distribution.

Daily, weekly, monthly and annual budgeting and planning for route teams.

Job Requirements:

Degree educated or relevant experience

2+ years of experience in Route Management

2+ years of experience in Revenue and Cost Management Experience

Working knowledge with Microsoft Office suite

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