

Sales Supervisor

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Company: Coca-Cola

Location: United Arab Emirates

Category: other-general

The Role

- Lead and motivate a team of sales representatives to achieve sales targets and objectives.
- Develop and implement strategic sales plans to expand the customer base and increase revenue.
- Provide ongoing training and coaching to sales team members to enhance their skills and performance.
- Monitor sales metrics and KPIs to track progress and identify areas for improvement.
- Conduct regular performance evaluations and provide feedback to team members to foster continuous improvement.
- Build strong relationships with key customers and stakeholders to enhance customer satisfaction and loyalty.
- Collaborate with other departments, such as marketing and product development, to identify opportunities for growth and innovation.
- Stay up-to-date on industry trends, market conditions, and competitive activities to inform sales strategies and tactics.
- Achieve budgeted volume on monthly, quarterly, and yearly basis.
- Sales Execution compliance through market visits and weekly/monthly reviews.
- Market Recovery management and collection targets.

Requirements

- Bachelor's degree in Business Administration, Marketing, or related field (preferred).
- Intermediate Certificate / Associate Degree.
- A degree professional qualification in sales and marketing, Additional extensive FMCG work experience is required if educational qualifications are not fully met.
- Proven experience in sales, with a track record of success in achieving and exceeding targets.
- Strong leadership and management skills, with the ability to motivate and inspire a team.
- Excellent communication and interpersonal skills,

with the ability to build rapport with customers and colleagues. • Analytical mindset with the ability to interpret sales data and identify opportunities for improvement. • Results-oriented with a focus on driving sales and achieving business objectives. • Ability to thrive in a fast-paced, dynamic environment and adapt to changing priorities. • Proficiency in Microsoft Office Suite and CRM software. • An effective communicator and able to perform under pressure. Able work on profit stories. • Solid Negotiations skills. • Good in handling customer objections and Prompt in decisions making. • Brand pack analytical skills. • Wholesale and retail margin calculations.

About the company

The Coca-Cola Company (TCCC) is the world's largest beverage company, refreshing consumers around the world for over 137 years. Our unrivaled portfolio includes more than 500 sparkling and still brands and more than 3,800 beverage choices, with iconic brands such as Coca-Cola, Sprite, Fanta, Costa Coffee, Monster, Powerade, Minute Maid, Nutri Boost, and Schweppes. The Coca-Cola Bottling Investments Group (BIG) is TCCC's global bottling arm whose operations are primarily focused on markets in Asia and the Middle East, covering 13 countries with 45 plants and over 38,000 employees, serving 1.8 billion consumers. BIG has evolved over the years and the future is exciting it is currently regarded as a world-class bottler and a role model for system alignment, with many years of experience winning in the market and developing talent and innovations in the countries where it operates. The Gulf Coca-Cola Beverages (GCCB) is a bottling company of The Coca-Cola Company and the Gulf Cooperation Council (GCC) region. The joint venture operates in four (4) countries namely, Bahrain, Oman, Qatar, and the United Arab Emirates (UAE). The company produces and distributes a variety of non-alcoholic beverages under the Coca-Cola brand in the Gulf region. It is a place where you can make a positive mark on the world. Whether through our sustainability initiatives, human rights work, or the ripple economic impact each person creates by simply doing their job well, there are endless opportunities to build shareholder value and make an impactful contribution to many communities.

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