

Salesman Jobs in Dubai | PepsiCo Food Careers

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Company: PepsiCo

Location: Dubai

Category: sales-and-related

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As part of the sales team the primary role of this position is to maximize sales volume, minimize stales, achievement of distribution targets, implementation of agreed merchandising standards, collection of accounts receivable and maintaining high levels of customer service. Operating procedures must be followed to ensure that there is continuity of standards across the KSA to support these primary job functions. In addition to these duties the salesman will also provide his supervisor with latest market information in order to develop any sales opportunities.

Job Responsibilities

Sell the full range of products to an agreed list of customers. Sales will be measured against previously agreed targets. Levels of stales must be below the agreed target provided by his supervisor

The customers are to receive the service approved by the supervisor.

The call frequency as well as the daily route plan are key to maintaining the levels of customer satisfaction demanded by the company.

The actual customers visited on a daily basis will be reviewed by the supervisor during the daily debriefing sessions

Daily the salesman will agree his order requirements for the next selling period

The salesman is responsible for the implementation of the agreed in store merchandising communicated by the supervisor.

Job Requirements

Customer service skills.

Good communication and interpersonal skills.

Excellent verbal and written communication skills in English and Arabic.

Analytical skills.

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