



# ASSISTANT MANAGER SALES

## 📍 KANDHKOT

**EDUCATION:** Minimum Bachelors from a HEC recognized university

**EXPERIENCE:** 4- 5 years of relevant experience in FMCG sales

**SKILLS REQUIRED:** Market analysis, communication, persuasive skills and understanding of sales operations

**WHAT DOES THIS POSITION DO ?**

Responsible for achieving 100% volume and numeric targets of the area assigned

Ensure through his regular market visit that all trade offers are being passed on to retailers as per SOP

Coach DSFs, RSRs, merchandisers by accompanying them in market

Ensure availability/visibility/POS utilization in the assigned area

Building long-term customer relationship

Maintaining of Sales history file at distributions

Report timely competitive moves in the assigned area

Motivating and directing the distributor field force in a way to achieve the daily, weekly and monthly sales target



Interested candidates can share their profiles on [cphr\\_pakistan@colpal.com.pk](mailto:cphr_pakistan@colpal.com.pk) with subject line "AMS-Kandhkot" by December 14, 2023