

## Area Manager (multiple locations)

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Company: Philip Morris International Management SA

Location: Saddar Town

Category: sales-and-related

### AREA SALES MANAGER (multiple locations)

JOIN THE REVOLUTION! Here at PMI we want to be far more than a leading cigarette company. We're building PMI's future on smoke-free products that are a much better choice than cigarette smoking. Indeed, our vision – for all of us at PMI – is that these products will one day replace cigarettes. Could you be part of a truly dynamic worldwide team dedicated to an ambitious new vision? To shape our future we need the best, most hardworking, most forward-looking talent in the global job market.

### ABOUT THE ROLE

We are looking for Area Managers (Sales) in multiple locations across Pakistan. In this role, you will be responsible for improving sales and distribution performance in the area based on the market situation analysis & through coordination with third parties and EZDs resulting in quantifiable share of market growth.

### MAJOR ACCOUNTABILITIES

Devise and implement business plans while ensuring that shipment volumes, in market sales and secondary sales are achieved along with various distribution related KSI (Coverage, Hit rate and Call Frequency).

Effectively implement the Distribution Strategy and ensure required distribution infrastructure.

Develop an eye for business and communicate compensations and rewards to Distributors and DSRs such as SDA, DSRs' Target Incentives and P4P.

Develop DSR's & Distributors through On the Job Mentoring to ensure ICM

implementation. Develop relationships with trade directly & through DSR's, and use these relationships to capitalize on business growth opportunities and to achieve smooth execution of the Area Business Plan.

Lead trade loyalty programs for by setting and communicating monthly targets, ensuring target follow-ups and compliance with contractual obligations. Also Identify high potential POS and whole sellers in the area and assist RSM in contractual negotiations.

Lead 3rd party merchandizing teams.

Report the Permanent Point of Sale Material maintenance issues and ensure implementation of rectification of these as required.

Ensure compliance of distributor with PMPKL requirements and work load management.

Uphold corporate integrity and values, ensuring all activities to follow PMPKL policies and procedures, including local and federal laws, PMI Code of Conduct and Marketing Code.

Update all meaningful market data and information including retail dynamics and competitor intelligence to improve Company's understanding of trade to develop appropriate strategies and plans.

## WORK EXPERIENCE

3-5 years of experience in a field sales capacity.

## EDUCATION

Minimum qualification of BBA from a reputable institute

## WHAT PMI OFFERS

Our success depends on our talented employees who come to work here every single day with a sense of purpose and an appetite for progress. Join PMI and you too can:

Seize the freedom to define your future and ours. We'll empower you to take risks, experiment and explore.

Be part of an inclusive, diverse culture, where everyone's contribution is respected; collaborate with some of the world's best people and feel like you belong.

Pursue your ambitions and develop your skills with a global business – our staggering size and scale provides endless opportunities to progress.

Take pride in delivering our promise to society: to deliver a smoke-free future.

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