

Aspire for Unilever - Territory Managers

[Apply Now](#)

Company: Unilever

Location: , , Pakistan

Category: other-general

Kindly note this role is not actively open and applying allows you to share your resume, expressing your interest in working with Unilever. A talent pool may be created from this recruitment action for ongoing and temporary roles of the same work classification that may become available for filling over the next 12 months. Position Title: Territory Manager Location: Karachi, Lahore, Islamabad, Hyderabad, Multan, Rahim Yar Khan, Faisalabad and Peshawar ROLE OVERVIEW: Our Territory Manager is our front-line leader who manages the distributors and trade for the designated territory to ensure effective and efficient distribution operations and deliver sales, Key Performance Indicators / targets. If you want to develop an in-depth understanding of the world of sales and help drive meaningful change through Unilever's purposeful growth and digital transformation agenda, then this role would interest you. KEY RESPONSIBILITIES: Drive the business to the desired ambition Underlying Volume / Sales Growth. Uplift the Competitive visibility in Store. Coordinate with Distributor/Customer Operational plans / Executions. Negotiate with Customer for Joint Business planning. Efficiently plan and manage eRTM, build optimized routes for DSRs. Support digital transformation strategy for your territory. Have the acumen for Financial Matrix – Business Profitability / Gross Margin. Lead and drive an extended team – Build team & develop talent. Be accountable to uphold the business Key Performance Indicators. Redefine the process post execution analysis with strong analytical skills. This role must ensure the instore execution of all promotions across categories and IMT & LMT stores assigned to them. SKILLS REQUIRED: Have strong business and financial acumen. Strong Communication and Negotiation Skills. Command over

Microsoft Office and Power BIActive feet on street and market timeCapability to Strategize and possess strong execution skills.Updated with competition insights.This is an empowered role hence the resource should display accountability, responsibility and have strong bias for action.EDUCATION & WORK EXPERIENCE:Bachelor's Degree1-4 years of relevant sales experience in FMCG industry is preferred.Unilever is an organisation committed to equity, inclusion and diversity to drive our business results and create a better future, every day, for our diverse employees, global consumers, partners, and communities. We believe a diverse workforce allows us to match our growth ambitions and drive inclusion across the business. At Unilever we are interested in every individual bringing their 'Whole Self' to work and this includes you! Thus if you require any support or access requirements, we encourage you to advise us at the time of your application so that we can support you through your recruitment journey.

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Aspire for Unilever - Territory Managers Orthopedicjobs Jobs , , Pakistan Orthopedicjobs ↗](#)
2. [Aspire for Unilever - Territory Managers Gurujobs Jobs , , Pakistan Gurujobs ↗](#)
3. [Aspire for Unilever - Territory Managers Oilandgasjobs Jobs , , Pakistan Oilandgasjobs ↗](#)
4. [Aspire for Unilever - Territory Managers Minneapolisjobs Jobs , , Pakistan Minneapolisjobs ↗](#)
5. [Aspire for Unilever - Territory Managers Securityguardjobs Jobs , , Pakistan Securityguardjobs ↗](#)
6. [Aspire for Unilever - Territory Managers CounselorjobsJobs , , Pakistan Counselorjobs↗](#)
7. [Aspire for Unilever - Territory Managers Restaurantjobsnearme Jobs , , Pakistan Restaurantjobsnearme ↗](#)

8. [Aspire for Unilever - Territory Managers Nairobi Jobs , , Pakistan Nairobi ↗](#)
9. [Aspire for Unilever - Territory Managers Admin Jobs , , Pakistan Admin ↗](#)
10. [Aspire for Unilever - Territory Managers Job Pakistan Jobs , , Pakistan Job Pakistan ↗](#)
11. [Aspire for Unilever - Territory Managers Usajobscareer Jobs , , Pakistan Usajobscareer ↗](#)
12. [Aspire for Unilever - Territory Managers Israel Jobs , , Pakistan Israel ↗](#)
13. [Aspire for Unilever - Territory Managers Madinah Jobs , , Pakistan Madinah ↗](#)
14. [Aspire for Unilever - Territory Managers Jobs in Austria Jobs , , Pakistan Jobs in Austria ↗](#)
15. [Aspire for Unilever - Territory Managers Search Australian Jobs , , Pakistan Search Australian ↗](#)
16. [Aspire for Unilever - Territory Managers Educareer Jobs , , Pakistan Educareer ↗](#)
17. [Aspire for Unilever - Territory Managers Resume-score Jobs , , Pakistan Resume-score ↗](#)
18. [Aspire for Unilever - Territory Managers Karachi Jobs , , Pakistan Karachi ↗](#)
19. [Aspire for unilever - territory managers Jobs , , pakistan ↗](#)
20. [AMP Version of Aspire for unilever - territory managers ↗](#)
21. [Aspire for unilever - territory managers , , pakistan Jobs ↗](#)
22. [Aspire for unilever - territory managers Jobs , , pakistan ↗](#)
23. [Aspire for unilever - territory managers Job Search ↗](#)
24. [Aspire for unilever - territory managers Search ↗](#)
25. [Aspire for unilever - territory managers Find Jobs ↗](#)

Source: <https://pk.expertini.com/jobs/job/aspire-for-unilever-territory-managers--pakistan-unilever-1398-26850/>