

Customer Development Executive (Territory Manager / Key Accounts Managers/Regional /Zonal Manager) at Colgate-Palmolive

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Company: JobWebKenya

Location: Kenya

Category: other-general

Job Description

Every day, millions of consumers around the world trust our products to care for themselves and the ones they love. Colgate-Palmolive is a global company serving people in over countries and territories with consumer products that make their lives healthier and more enjoyable. Colgate manufactures and markets oral care, personal care, home care and pet nutrition products under such internationally recognized brand names as Colgate, Palmolive, Speed Stick, Lady Speed Stick, Softsoap, Irish Spring, Protex, Sorriso, Kolynos, elmex, Tom's of Maine, Sanex, Ajax, Axion, Fabuloso, Soupline and Suavitel, as well as Hill's Science Diet, Hill's Prescription Diet and Hill's Ideal Balance.

Key Responsibilities :

Distribution Management :

Trade management

Ensure sales call efficiency

In- Store Management

Prioritise accounts for maximum impact through visibilities

Develop and execute the 5P's with excellence in a given geography, at all retail and service environments.

Market Updates :

Secure and draw insights from any competitive information available in public domain regarding: New Products, Activities, Schemes, Any other developments

Communication :

Apply effective communication to drive overall business performance – Setting objectives for market visits, Reviewing salesmen and Foot soldiers performance against plan, Reviewing Distributor performance against plan

Developing and training :

Train and develop salesmen through required mode of training (e.g. route plans adherence, new products, mandated assortment per RE, focus on coverage expansion

Coach and motivate salesmen to perform well by ensuring that they meet monthly sales targets & earn their sales commission

Acknowledge any issues faced by salesmen in the field and provide support to resolve it

Meetings :

Conduct effective monthly and weekly salesmen meetings – Updates on route wise overall IMS, core SKU's IMS per RE, route wise effectiveness and productivity, Best practises sharing and mock calls

Reporting :

Compile reports and information as per requirements communicated by CDM

Relationship Building :

Maintain trust and understanding in working with Distributors and trade in general, especially with key /sub-distributors, key wholesalers to drive business

Required Qualifications:

A Bachelor's Degree from a recognized and accredited University.

Fluent in English, Swahili and local language

Minimum 5 years of experience in an FMCG environment in a similar role

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