



Job Title / Role: Sales and Distribution Manager.

Relocation Available: Yes

Industry: Warehousing & Distribution

Country: Angola

Town / City: Luanda

Job Type: Permanent full-time

Vacancies available: 1

Age : Should not be older than 30 years .

Job Role:

Long established local sales & distribution company with broad range of internationally recognized consumer related products, covering a variety of frozen RTC & RTE (Ready to cook and ready to eat) consumer products is now expanding. Through a stable and continued growth plan and forecast- company is now seeking to hire a key position of Sales & Distribution Manager to their team based in Luanda, Angola.

Area of expertise required:

Cold calling, Human Capital Management , Sales Force Effectiveness ,Procurement Strategy and Execution , Telesales , Customer focus , Retail sales & distribution

Key Responsibilities:-

- Proactively identifies opportunities for sales process improvement. Works closely with salesmen to inspect sales process quality and prioritize opportunities for improvement. Assists salesmen in understanding process bottlenecks and inconsistencies, Facilitates an organization of continuous process improvement.
- Responsible for a number of key international brands with local distribution rights held by the company.
- Implement a national sales & distribution plan for all related products.
- Implement effective sales & marketing strategies related to all product ranges.
- Responsible for developing new products. Also in charge for bringing new opportunities.
- Build new client relationships - offering the companies branded product range and approve terms of business.
- Managing the sales process for new prospects, from initial contact through to closure.
- Dealing with customer enquiries face to face, over the phone or via email.
- Contacting prospective customers and discussing their requirements.
- Achieving all revenue targets & objectives in line with the Area Business Plan.
- Working closely with the marketing team to produce any sales collateral required for the target market.
- Developing & maintaining successful business relationships with all prospects.
- Identifying what customers want.
- Planning and organizing the day to ensure all opportunities are maximized.
- Developing a full understanding of the business market-place.
- Monitoring stock movements and analyzing sales figures, trends, regional variations, customer requirements and purchasing behavior to accurately forecast future sales and thus stock requirements.
- Promoting special offers, promotions and sales.
- Monitoring product sales activities and adjusting stock levels.



- Communicating special offers and marketing initiatives to whole sellers & retailers.
 - Visiting Buyers and stores to see how products are selling.
 - Gathering information relating to customer reaction to products.
 - Identifying supply difficulties (if any) and dealing with them as and when they occur.
 - Supervise Sales and Distribution – ensuring that they have enough to do and that the work is done effectively.
 - Reporting business trends and brand/product performance to **Franchisor**.
 - To provide weekly / monthly reporting to the COO in the designated template.
 - Monitors the accuracy and efficient distribution of sales reports and other intelligence essential to the sales organization. Recommends revisions to existing reports, or assists in the development of new reporting tools as needed.
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Compensation

- Salary compensation is commensurate with experience level.
 - All expenses such as Food / Accommodation / Travel / Visa (if **required**) / Laundry / Light / Water will be borne by the company. (Zero out of Pocket Expenses)
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Working hours

His standard working hours would typically be between 8 am and 6pm, Monday to Friday, Saturday will be half day, but he may need to work longer at busy times such as during special sales promotions or the opening of a new store. He have to spend most of his time for visiting stores or buyers, which could be in any province / part of Angola.

Skills and knowledge

- Excellent commercial awareness
- Can create and deliver convincing arguments to an executive audience.
- Ability to manage multiple commercial processes.
- Ability to evaluate tasks and suggest improvements.
- Ability to prioritize workload; work effectively under pressure and to tight deadlines.
- Ability to present, discuss and propose at a senior level.
- Solid understanding of business concepts & dynamics for large national and International Corporations.
- Superior time management skills and strong attention to detail.
- Displays strong clear communication and written skills.
- A real self-starter, able to take initiative and operate independently
- Strong commercial understanding and ability to negotiate effectively with distributors and dealers
- Can present himself well and properly represent the company.
- Aggressive sales management with a strong record of exceeding sales targets.



- Ability to implement technologies, including CRM, to field sales teams. Monitors the assigned sales organization's compliance with required standards for maintaining CRM data. Works closely with sales management to optimize the effectiveness of the firm's technology investments.
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Experience

- 2-3 years senior managerial sales experience.
 - Hands-on sales experience in selling products through dealer channels.
 - Hands-on experience in appointing distributors and dealers.
 - MBA is preferred.
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Contact us on career@newacogrupo.com

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