

Colombia Jobs Expertini®

Lider DSD - EZD - C&C - Valledupar, Colombia

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Company: Philip Morris International

Location: Colombia

Category: other-general

Be a part of a revolutionary change! At PMI, we've chosen to do something incredible. We're totally transforming our business and building our future on one clear purpose – to deliver a smoke-free future. With huge change, comes huge opportunity. So, wherever you join us, you'll enjoy the freedom to dream up and deliver better, brighter solutions and the space to move your career forward in endlessly different directions. Sales and Marketing at PMI feels like building a new business – but with the accumulated expertise of a global brand behind you. Bring us your curiosity and capacity to engage people and you can be part of the digital, onmi-channel team that's driving our huge commercial transformation. If you're a forecaster and forward-thinker, you can make a huge impact, creating sales strategies across all markets. But, here, your innovation will do more than just improving sales. You're not persuading someone to savings account or try a new drinks brand. Your 'day to day': Achieve the quantitative and qualitative targets of PMI brands for the assigned territory, through a systematic and efficient management of the sales force (outsourcing sales operator) guaranteeing a good performance in sales, distribution and availability of the product. 1. Develop and maintain an excellent knowledge of the assigned territory in order to reach the potential of existing outlets and ensure modification of routes and/or distribution model according to market trends. 2. Visit sales points and conduct regular performance evaluations to the commercial operator regarding the service provided in each of the territories. Based on the knowledge raise alerts to the commercial operator for improvement in service delivery or training. 3. Check and analyze all sales reports provided by sales planning, in order to have a detailed follow up of the territory performance and

thus propose commercial actions to improve results. Who we're looking for:

- University degree in Engineering, Business Administration, Economics or similar.
- Minimum 3 year work experience in field sales with supervisory experience, in fast moving consumer goods
- 1+ year of experience leading sales teams
- Good analytical thinking, problem solving, and communication skills
- Capacity to understand the field sales functions (territory management, distributor business process, salesman productivity, excellence in execution)
- Strong analytical skills and are comfortable dealing with numerical data able to operate
- Driver license B1

What we offer: 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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