

Colombia Jobs Expertini®

Territory Manager, South Colorado, Remote Field Based Role

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Company: JUUL

Location: Colombia

Category: other-general

THE COMPANY

Juul Labs' mission is to impact the lives of the world's one billion adult smokers by eliminating combustible cigarettes. We have the opportunity to address one of the world's most intractable challenges through a commitment to exceptional quality, research, design, and innovation. Backed by leading technology investors, we are committed to the same excellence when it comes to hiring great talent.

We are a diverse team that is united by this common purpose and we are hiring the world's best engineers, scientists, designers, product managers, operations experts, and customer service and business professionals. If the opportunity to build your career at one of the fastest growing companies is compelling, read on for more details.

Must Live in Territory

ROLE AND RESPONSIBILITIES:

Manage sales and distribution within a given geography, including merchandising

Responsibly sell company initiatives to retail partners including promotions, inventory management, and pricing strategies

Sell/execute the 4Ps of presence, pricing, promotion, and product to customers and adult nicotine consumers

Develop a local strategy and business plan for meeting individualized territory objectives, including identifying, analyzing, prioritizing, and targeting existing and potential retail outlets

within the geographic territory for product sales opportunities

Consult with and advise retail partners on category management and business analytics to help improve the performance of their business

Develop innovative ways to improve business performance through data analysis, brand marketing, product placement, and pre-call planning

Develop and/or utilize systems to track, measure, and analyze progress against key initiatives and other business metrics

Grow leadership potential through ongoing training and impactful experiences

Utilize analytic tools to evaluate market opportunities and impact business performance and results

Successfully execute all account management responsibilities in all assigned chain and distribution headquarters accounts

PERSONAL AND PROFESSIONAL QUALIFICATIONS:

Must be 21 years of age or older

Previous experience in a marketing-focused role - preferably in sales, field market, or business to business

Proficient in using sales technologies and software such as SalesForce and Tableau, to analyze and act upon key data insights

Collaborate well in a team environment and develop account relationships by working cross-functionally

Must have a valid U.S. driver's license in good standing for the last 3 years

Reliable vehicle or willingness to obtain a vehicle that can be used for work daily

Ability to focus and manage multiple priorities

Mobility and willingness to advance your career a plus

Physical Requirements

Ability to lift up to 30 lbs

Ability to climb and work from heights ranging from 9 to 12 feet

Ability to access and work in limited and confined spaces

Ability to visually inspect and manipulate merchandise and advertising displays

Ability to frequently stoop, kneel and crouch

Ability to drive up to 100 miles per day

EDUCATION:

Bachelor's Degree or 1-3 years of meaningful field sales experience preferred

JUUL LABS PERKS & BENEFITS:

A place to grow your career. We'll help you set big goals - and exceed them

People. Work with talented, committed and supportive teammates

Equity and performance bonuses. Every employee is a stakeholder in our success

Cell phone subsidy, commuter benefits and discounts on JUUL products

Excellent medical, dental and vision benefits

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