

Colombia Jobs Expertini®

TM Territory Sales Manager. Cali Colombia

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Company: Ansell

Location: Bogotá

Category: other-general

Job Description - TM Territory Sales Manager. Cali Colombia (30007038)

Job Description

TM Territory Sales Manager. Cali Colombia-(30007038)

Description

Ansell is a leading global provider of protection solutions. Our company designs, develops and manufactures a wide range of protection solutions that meet the ever-changing needs and demands of our markets and industries. Protection is our primary concern as millions of people around the world depend on Ansell in their professional and personal lives.

Our vision is to create a world where people can enjoy optimal protection against the risk they are exposed to. Whether at work or during their leisure time, people require the right protection for the right application. After all, what better guarantee is there than increased safety, security and productivity than through adequate protection.

RESPONSIBILITIES & SPECIFIC ACCOUNTABILITIES

Listed in order of importance.

The Territory Manager (TM) will be responsible for achieving the annual sales budget assigned for the Territory, determined by the Regional Sales Manager. He/she will effectively maximize the resources under his/her responsibility and produce the necessary results. This requires a six-month review of his/her functions performance, and the service to strategic distributors and selected end-users. Original Territory will cover Regions IV, V, VI and Region Metropolitana.

Close relationship with distributors, managing direct the flow of information related technical issues (training, information of NPDs, GUARDIAN follow up, regulatory, etc.).

The TM will provide work with the distributor defining plan to increase coverage where needed, either by geography and/or by vertical.

Responsible to suggest adjustments in distribution network, proposing new distributors when and where needed. Propose of distributors that need to be cut, based in performance and risk related.

Monitor competition activities and feedback the company with relevant information from the field.

Monitor territory assigned, to identify opportunities and risk due to market/economy trends, as well as regulatory issues that could affect our business, either positive or negative. Feedback to the company with this information.

Support distribution network providing training necessary to have the sales team updated with Ansell information. This includes NPDs, product knowledge, regulatory/norms, etc.

Responsible for keep updated the information in Salesforce system (daily / weekly) and GUARDIAN assessments.

Directing technical process for large projects assigned and penetrates the market in the territories designated.

Get to know the products and services that the company has through training, organizational leaders ensuring customer satisfaction

Manage, by means of implementation of the culture of Salesforce and Ansell GUARDIAN and its processes, an efficient administration of the products mix, new products and positioning of the Ansell brand values to all customers.

Share with the Marketing and Procurement Department information about the regional market, implementation of new products and customers.

End user calls to provide solutions and support (technical / training in general).

Participation in workshops, trade shows and all general exhibitions.

·To fully comply with the items related to quality, environment, health and work safety, maintaining the equipment and the workplaces clean, looking after the preservation and the organization of the tools and equipment under his/her responsibility, complying and making others comply with the company's rules and procedures using adequately the PPE [Personal Protective Equipment] necessary for each activity.

To perform activities correlated to his/her function within his/her working area, participating in training programs to assume new responsibilities, as well as multi-functional project programs.

KEY POSITION REQUIREMENTS

Education

Graduated Higher Education in/or

Safety, Business Management, Engineering (Industrial, Mechanical or Chemical)

Job Experience

·Mandatory:

oKnowledge of Industrial Health, Safety and Environment

oExperience in risk assessment and training

·Desirable:

oTerritory Manager- at least 4 years as Account Manager – Salesforce

Knowledge and Skills

·Office 360 specially Excel proficiency

·Basic financial mathematics

·English, minimum Intermediate, able to communicate either written or spoken

·Interpersonal communication

·Oral and written communication

·Ability to speak in public

Desirable Job Competencies

·Advanced English / Salesforce

·Postgraduate in Health, Safety and Environment

·Risk Assessment and Prevention / HazMat emergency management studies

·Sales Competency

Additional Requirements (travel, etc.)

·Travel on assigned territory by land for customer portfolio service, unless air travel is approved

by company

- International travel for Congresses, Training, etc., as needed by company needs
- Typically, spends 40%~50% of time in FTF and calls with end/user, 20%~30% with distributors and rest in administrative work (Salesforce, Guardian, reporting, etc.)

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