

AM HU

SALES / BUSINESS DEVELOPMENT

TERRITORY SALES SPECIALIST

PROFILE

6+ years of experience in FMCG & Telecom Sales with a proven record of consistent sales growth in highly competitive and difficult markets.

Dynamic professional with a talent for identifying and maximizing opportunities to increase growth.

Effectively use creative strategies to decrease timelines and increase the company bottom line; passion for delivering results, employing excellent interpersonal and communication skills.

Proven to exceed sales targets and meet tight deadlines while maintaining excellent customer service.

CONTACT

If hiring or know of a job matching this client-candidate, please call 647-773-8899, email or [Book an Appointment](#)

There are no fees or charges of any kind to hire through any [Nigel Corneal BDM Service Network Inc. service.](#)

SKILLS

- ✓ Business Development
- ✓ Sales
- ✓ Marketing
- ✓ Territory Management
- ✓ Cost Management
- ✓ Retail Service
- ✓ Distribution Manager
- ✓ Team Management
- ✓ Communication
- ✓ Customer Care

WORK EXPERIENCE

TERRITORY SALES INCHARGE

Nov 2018-Present

- Drive ██████████ Health business in all general trade channels; wholesale, retail, company investment stores, and supermarkets.
- Develop and coach the sales and merchandising team.
- Create an Individual development plan for each team member.
- Lead and drive the team to deliver value/volume and market share goals for the assigned territory.
- Identify gaps in the current GTM, Benchmark with peer FMCG companies and ensure the best GTM in the assigned territory.
- Lead and drive best-in-class in-store execution in all key stores.

SALES EXECUTIVE

Oct 2017 – Nov 2018

- Generated demand at point of purchase and delivered on key performance areas of value and volume achievement, placement and visibility execution, process adherence, team and key stakeholder management.
- Sold by establishing contact and developing relationships with prospects and recommending solutions.

EDUCATION

Master of Business Administration

First Class (2012)

Final year project "Customer Satisfaction" was distinguished by ██████████ Special Prize

Bachelor of Business Administration

First Class (2010)

Final year project "Mix Marketing" on ██████████ Paper Mill

AWARDS & RECOGNITION

Nominated twice as the Best Territory Manager ██████████

Won Best Area Sales Officer ██████████

Awarded Certificate of Merit by ██████████

If hiring or know of a job matching this client-candidate, please call 647-773-8899, [email](#) or [Book an Appointment](#)
There are no fees or charges of any kind to hire through any Nigel Corneal BDM Service Network Inc. service.

WORK EXPERIENCE Continued

- Maintained relationships with clients by providing support, information, and guidance.
- Researched and recommended new opportunities, recommended profit, and service improvements.
- Met sales target by achieving best in class execution and service in retail and wholesale outlets.
- Built and maintained productive relationships with the distributor, distributor salespeople, pilot salespeople, and the area manager and team.
- Prepared reports by collecting, analyzing, and summarizing information.
- Established and enforced organizing standards and maintained commercial and stocked hygiene.
- Ensured sales distribution and visibility by driving numeric distribution, expanded new outlets and wholesalers; ensured distribution across RLAs & wholesalers.

ASSISTANT MANAGER

Feb 2015-Oct 2017
[REDACTED]

- Achieved territory sales target while monitoring various promotional activities to increase sales.
- Developed strong relationships with the company's direct customers (distributors).
- Drove prepaid activations to increase share of customer base through retailers.
- Generated revenue and market share by increasing retail width to ensure recharge availability.
- Pushing all the products [REDACTED] such as [REDACTED], Data Cards, etc.
- Strengthened distribution by maximizing the number of outlets selling LAPU, SIM, and Data.
- Drove basic distribution parameters such as Channel Partner Management, Foot Plans, DSE productivity and Channel Satisfaction.

SALES EXECUTIVE

Jan 2014-Feb 2015
[REDACTED]

- Consistently achieved company sales quotas and financial objectives.
- Maintained sales pipeline records and updated as required.
- Expanded client base through cold calling to qualified prospective customers.
- Developed successful loyalty programs for retailers.
- Performed troubleshooting to anticipate account complications and client queries.
- Conducted research on retail industry services trends and news.
- Gathered feedback from customers and prospects and share with internal teams.

AREA SALES OFFICER

Feb 2012-Dec 2013
[REDACTED]

- Generated primary and secondary sales; first in-person at the beginning of the month to book orders then revisit within the month to ensure that targets are achieved.
- Developed and sustained long-lasting relationships with customers.
- Called potential customers to explain and introduce company products and encourage purchases
- Maximized product visibility by determining potential for each outlet then ensuring that space allocated was proportionate to sales volume.
- Maintained an accurate record of all sales, scheduled customer appointments, and customer complaints.
- Prepared cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.