

Sales Supervisor, GT

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Company: Mondelez International

Location: Vietnam

Category: other-general

Description

Are You Ready to Make It Happen at Mondelez International?

Join our Mission to Lead the Future of Snacking. Make It With Pride.

You lead a field sales representative team to ensure delivery of the sales strategy and achievement of annual KPIs and targets for a particular area. You work closely with cross-functional colleagues to deliver on activation and reporting against KPIs.

How you will contribute

You will:

Manage, develop and motivate the team and work closely with the sales capability team to ensure delivery of training to the team.

Create and manage an annual business unit plan to deliver agreed channel revenue KPI's and targets and provide reporting as required.

Manage winning customer business relationships that facilitate "best in industry" execution of our categories.

Work closely with key stakeholders including the account team, category, activation team, sales capability and customer finance to provide the optimum return across your area.

Fully understand category and insights knowledge, coaching the team in the use of category tools to engage and influence customers to make informed decisions that will grow our categories and deliver our annual plan.

What you will bring

A desire to drive your future and accelerate your career and the following experience and knowledge:

Knowledge of market and routes-to-market in which Mondelēz International performs

Experience in sales

Strong organizational and analytical skills

Excellent communication and interacting skills

Solid knowledge about sales and negotiation processes

Perseverance and attention to details

More about this role

What you need to know about this position:

What extra ingredients you will bring:

Education / Certifications:

Job specific requirements:

Travel requirements:

Work schedule:

Number of Openings Available

1No Relocation support available

Business Unit Summary

Headquartered in Singapore, Mondelēz International's Asia, Middle East and Africa (AMEA) region is comprised of six business units, has more than 21,000 employees and operates in more than 27 countries including Australia, China, Indonesia, Ghana, India, Japan, Malaysia, New Zealand, Nigeria, Philippines, Saudi Arabia, South Africa, Thailand, United Arab Emirates and Vietnam. Seventy-six nationalities work across a network of more than 35 manufacturing plants, three global research and development technical centers and in offices stretching from Auckland, New Zealand to Casablanca, Morocco. Mondelēz International in the AMEA region is the proud maker of global and local iconic brands such as and biscuits, mooncakes, and chocolate, candy, gum, powdered beverage and cheese. We are also proud to be named a Top Employer in many of our markets.

Mondelēz International is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, sexual orientation or preference, gender identity, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Job Type

RegularField SalesSales

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