

Join the Refreshing World of Coca-Cola with Abdul Monem Ltd. Beverage Unit!

Job Title: TSM (Territory Sales Manager)

Company: Abdul Monem Ltd. (Beverage Unit)

Location: Anywhere in Bangladesh

Job Type: Full-time



Abdul Monem Ltd.



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with Abdul Monem Ltd. Beverage Unit!

WE ARE HIRING!



POSITION:

TSM (Territory Sales Manager)



LOCATION:

Anywhere in Bangladesh



EXPERIENCE:

3 to 5 Years



KEY RESPONSIBILITIES

- **Sales Target Achievement:** Primary responsibility for delivering monthly, quarterly, and annual primary and secondary sales targets for the assigned territory.
- **Distributor Management:** Monitor distributor ROI, investment capacity, stock rotation, and market credit. Ensure seamless operations and timely order replenishment.
- **Market Expansion & Coverage:** Identify new market opportunities, increase outlet coverage (numeric and weighted distribution), and ensure optimal product availability and visibility.
- **Team Leadership:** Manage, motivate, and train a team of Territory Sales Executives (TSEs) / Sales Representatives (SRs). Conduct regular morning meetings and field joint visits to build team capability.
- **Trade Marketing & Execution:** Execute trade promos, merchandising guidelines, and new product launches effectively in the field.
- **Market Intelligence:** Gather and analyze competitor activities, pricing structures, and market trends to provide actionable insights to senior management.



JOB REQUIREMENTS

- **Education:** Graduate/Postgraduate degree in Business Administration, Marketing, or any discipline from a reputable university.
- **Experience:** 3–5 years of solid experience in primary and secondary sales distribution.
- **Core Skills:**
 - Strong negotiation and relationship-management skills.
 - Deep understanding of the local FMCG distribution channel (General Trade/Wholesale).
 - **Leadership skills** with a proven track record of managing field forces.
 - Proficiency in basic MS Office (Excel is crucial for data analysis) and experience with Sales Force Automation (SFA) apps.
- **Attributes:** High energy, result-oriented, and ready to travel extensively within the assigned territory.



APPLY NOW

Send your updated CV to

hrcom.cho@amld.com

Please mention
"TSM (Territory Sales Manager)"
in the subject line.



**SALARY
Negotiable**



GREAT PEOPLE



WINNING TOGETHER



PERFORMANCE DRIVEN



CARE & INTEGRITY

