



## **Agensi Pekerjaan Career & You Sdn Bhd**

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporate on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client is a global MNC FMCG company and currently is looking for the following position to base in Malaysia.

### **NATIONAL SALES MANAGER, CHILLED AND PASTEURISED**

#### **Responsibilities**

- Someone strong in GT dealer management, to ensure the achievement of the Company's objectives in sales budgets nationally, implement effective distribution.
- To lead the Ice-cream and Pasteurised team of sales personnel according to the company's objectives and direction.
- To ensure each territory (area) achieve their sales budgets and objectives.
- To ensure good management practices of sales personnel in the ice-cream and Pasteurised department.
- To ensure that dealers are managed according to our company's objectives and direction.
- To ensure collection objectives are met.
- To recommend to management and implement sales and promotional programmes related to the Ice Cream and Pasteurised business.
- To negotiate with out business partners, dealers on new policies when applicable.
- To identify and recommend the appointment of new business partners or dealers when necessary.
- To ensure that sales personnel in the department are well trained and impart correct coaching at all times.
- To report regularly and when necessary all information related to the business.
- To act and behave in the interest of the Company at all times and monitor the company's high and respectable image.

## **Requirements**

- A recognized degree in Marketing, Business or equivalent with minimum 8 years in sales management experience in FMCG (chilled products preferred) and 5 years sales leadership.
- Computer literate
- Strong presentation and negotiation skills
- Have excellent interpersonal and communication skills
- Process in aggressive and enthusiastic personality including strong leadership quantities to lead an integrated sales force.
- Conversant in major local dialects.