



## **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 corporates 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, a foreign printing and publishing company is currently seeking candidates for the following position.

### **Channel Development Manager** (Selangor)

#### **Responsibilities:**

- Responsible for developing key account business including traditional trade and convenience stores.
- To analyze assigned territories customers profile and set objectives such as sales targets, product focus and promotional activities.
- To plan, manage and develop assigned key customers' sales targets and strategies.
- To analyze and identify business opportunities and develop plans to achieve them.
- To review and monitor sales volume against targets.
- To assist in managing key customers' stock levels and ensure compliance with company's set market share objectives for the category.
- To review coverage, product mix and promotion objectives to ensure they are in line with company's overall objectives.
- To monitor and provide regular feedback on competitors' activities.
- To routinely propose and manage promotional activities within traditional trade accounts with the objectives of achieving maximum returns on the promotion budget.

- To plan monthly field market audits for the purpose of reporting competitors' sales and promotional activities to management.
- To ensure timely submission of all administrative work such as Daily Sales Report, update weekly and daily routing schedule list, regularly update Customer Profile Form, Competitors Pricing and Market activities and any similar reports as may be assigned by management.
- To manage and train existing key account officers in achieving objectives set by management.

**Requirements:**

- Bachelor Degree in any discipline; preferably business administration.
- 6-8 years experience in sales; preferably in printing & publishing or FMCG industry.
- Front line experience in sales and marketing or the equivalent in the traditional trade business will be extremely advantageous.
- Must have demonstrated ability in multi-tasking under intense pressure.
- Dynamic individual with creative ideas, self motivated and result oriented.
- Good interpersonal communication skills and well versed in English; both oral and written
- Highly disciplined, hardworking and ambitious male/female.
- Must possess own transport and willing to travel outstation as and when required.