

# SALES STAFF REQUIRED

Ultimate Whole Foods (Private) Limited is looking for multiple **Sales positions** at different locations:

## Territory Sales Manager – (Ramak, D.I.Khan)

The ideal candidate should have **MBA or MS** (Sales & Marketing) with **2-4 years** of experience, ideally from mills or commodity markets. Key responsibilities include executing sales strategies to meet sales targets, managing relationships with key clients, and identifying new business opportunities within the territory. Oversee the sales team, analyze market trends to inform product positioning, and ensure customer satisfaction by providing excellent service and support.

## Territory Sales Officer (For Following Locations)

Islamabad, Rawalpindi, Attock Peshawar, Abbottabad, Swabi, Nowshera, D.I.Khan, Tank, Sarai Naurang, Bannu, Charsadda, Mardan, Swat, Bonair, Haripur, Mansehra, D.G. Khan, Taunsa, Layyah and Bhakkar.

Candidates having **2-3 years** of relevant experience, ideally from mills or commodity markets. Key responsibilities include generating and qualifying sales leads, achieving sales targets, provide regular sales reports, and maintaining strong customer relationships within their designated area. Candidates must have excellent communication, negotiation, and analytical skills.

## Sales Supervisor – Islamabad/Rawalpindi

The ideal candidate should have a **Bachelor's degree** with **2-3 years** of relevant experience in FMCG sector, and excellent communication and negotiation skills. Major responsibilities include overseeing key performance metrics in a specified territory, ensuring effective merchandising and shelving executions. They will supervise and ensure the performance of order bookers stationed with distributors, maintaining regular market presence within Key Accounts. Additionally, they deliver firsthand reporting on stock positions, competitors' behavior, and other market dynamics to inform strategic decisions.

## Sales Coordinator – Islamabad

The ideal candidate should have a **Bachelor's degree** with **2-3 years** of relevant experience in the FMCG sector, and excellent communication and negotiation skills. Major responsibilities include managing dispatch timings, stock requirements, and availability as per Stock Keeping Unit (SKU) demand with the warehouse, support Quality Management, handle transport logistics, track dispatches, and resolve customer grievances.

Interested candidates may send their resumes with the **position title** and **Location** in the subject line by **June 15, 2024**.

Email: [jobs@premiergrouppk.com](mailto:jobs@premiergrouppk.com)