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Field Supervisor

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Company: Smollan West Africa

Location: Nigeria

Category: other-general

Field Supervisor

Smollan West Africa

2023-06-20 Nigeria

Job Ref #: SMWA-34

Industry FMCG

Job Type: Permanent

Positions Available 4

We're on the lookout for an experienced Field Supervisors with general trade experience who will ensure the effective management of the execution of merchandising and sales function of clients' products at the store level including achievement of set sales turnover in a given territory.

Job Description

We're on the lookout for an experienced Field Supervisors with general trade experience who will ensure the effective management of the execution of merchandising and sales function of clients' products at the store level including achievement of set sales turnover in a given territory. Further, to ensure effective management of staff to realize maximum product availability at all times at the least possible cost.

As a Field Supervisor you will be responsible for:

Operational Management: Coordinate with store managers to unlock store challenges with

respect to store KPIs and continuously benchmark and optimize sales achievement processes against best practices.

Account management alignment: Ensure distributor management through working closely with distributors & Clients Sales team to meet and exceed sales growth targets.

Operational excellence: Implement and maintain sales operational excellence, policies and procedures including standard operating procedures.

Effective People Management: Manage FSRs performance, taking corrective action (in line with Code of Conduct) when staff's conduct or performance is not in line with company and agreed standards, policies & procedures. Provide feedback to management.

Effective Team & Self-Management: Demonstrate flexibility in balancing achievement of own objectives with abilities to understand and respond to organisational needs.

Job Requirements

What are we looking for?

To qualify for this role, you should have

3 Years or more experience in the FMCG Industry as a senior field representative or supervisor in other brands.

Degree, Higher or Basic Diploma in sales & marketing or relevant field

Sales Management

People management

Administration skills

Customer Service Skills

Communication Skills (verbal & written)

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