



Territory Officer

About the job

Job Description The Position is based in anywhere in Bangladesh.

- Prepare and implement territory distribution plan.
- Supervise day-to-day activities of distributors' workforce; Monitor the activities of Trade marketing field force and provide required guidance
- Evaluate the distributor's field force performance, Return on Investment (ROI) and provide necessary guidance to improve the distributor's overall performance.
- Check the Retail Sales Officer's sales activities as well as visibility of Point of Sales Materials (POSM).
- Monitor retailer's profitability from Banglalink.
- Ensure trade awareness about products, services, and business opportunities; Gather market information and competitors' activities.
- Create new retailers and ensure their involvement to increase new acquisitions under low utilization sites (LUS).
- Analyze the new acquisitions, I-top-up, scratch card and M-wallet sales trends.
- Ensure average daily recharge of I-top up at distributor's as well as retailers' end.
- Ensure timely collection of all documents from retailers & submit required documents to the assigned point of contact within the deadline

Academic Qualification

- Graduation from any UGC-approved institution

Job Experience Required

- Fresh Graduates who have completed all the required courses are highly encouraged to apply
- 0-1 years' experience with sales can also apply

Required Capabilities

- Good knowledge of products and services
- Basic knowledge of distribution sales
- Basic insight of market demography, trade marketing
- Basic Computer Skills in MS Office (MS-Word, MS-Excel and MS-Access)
- Willingness to be placed anywhere in Bangladesh