

Portfolio Manager

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Company: Recruitment Matters

Location: Lusaka

Category: other-general

Overview

Our client a leading FMCG Good Wholesaler is looking for a Portfolio Manager to join their team; **Duties and responsibilities include but are not subject to;**

Preparation of annual plans, budgets, and reports for the work of the portfolio he manages.

Adoption of annual plans in cooperation with the sales manager and top management of the company.

Operational cooperation with principals in the direction of achieving common goals (market share growth, volume, value ...).

Regular meetings with principals (monthly, quarterly...).

Agreements/negotiations regarding annual plans/contracts, activities, investments with principals, and monitoring their implementation.

Management of JBP/TSC documents with the principal; Analysis and creation of corrective plans.

Optimal management of TM and marketing budgets to achieve annual portfolio plans.

Negotiating with key customers that are of strategic importance to the company's operations for the portfolio he is responsible for.

Management of giving to the market to achieve the annual plans of the customer and the

company.

Monitoring the performance of customers or groups of customers by sales channels and ensuring a balanced and budgeted sales ratio between channels for all sales programs it manages.

Monitoring the implementation of action plans of the sales organization, compliance with the strategy and suggesting further directions with the aim of correction and improvement.

Operational meetings with direct subordinates with the aim of planning, implementing, and monitoring all business activities in the sector he manages.

Skills;

Excellent written and verbal communication skills.

Highly organized and detail-oriented.

Exceptional analytical skills.

Proficient in Microsoft Office Suite (Word, Excel, Outlook, and Access).

Management and leadership skills

Qualifications;

Experience in team management

At least 3 years of work experience in sales

Experience in working with KA customers and Principals.

Experience with BTL, trade marketing activities

Driver's licence B category

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