

### Job Context

The MSLP Trainee/Territory Manager will oversee a team responsible for achieving sales and profitability targets for assigned Distribution Points. They will drive key Sales and Distribution KPIs to ensure targets are met in line with company objectives. Additionally, the Territory Manager will manage strong relationships with anchors, explore new business opportunities, and monitor credit activities.

### Job Responsibilities

- Take full responsibility for 5-6 Distribution Points to monitor and manage overall operational activities and profitability
- Drive and achieve Sales & KPI targets with the support of the distribution team
- Allocate 90% of the work schedule for field visits and 10% for administrative tasks.
- Ensure operational budgets are achieved, and costs are below agreed norms.
- Hold accountability for the Consistent Sales and Profitability Growth rate of each assigned Distribution Point
- Monitor credit activities, maintain records, and ensure timely collections by the team
- Maintain good relationships with anchors and ensure timely and proper claim settlements
- Conduct coaching sessions and performance evaluations of the distribution team
- Guide Distribution Managers in resolving retail disputes over product deliveries, sales, or due balances, and relevant business issues
- Proactively identify issues related to field force activities and facilitate effective and timely corrective actions
- Ensure timely reporting required by the Head Office team
- Explore new acquisitions for the development of business and improvement of business operations within a specific geographic boundary
- Build and maintain long-term relationships with new and existing customers.
- Perform any other tasks assigned by the leadership team

Job Location  
Anywhere in Bangladesh

Salary  
Market Standard

Compensation & other benefits

Mobile bill, Provident fund, Gratuity  
Salary Review: Yearly  
Festival Bonus: 2 (Yearly)  
Tool of Trade (Motorbike) for Field Visit  
Opportunities to learn from the industry experts  
Leave Encashment  
Death in Service benefit