



VACANCY

30th August 2016

Nile Breweries Limited is a leading beverage company in Uganda and a subsidiary of SABMiller, the second largest brewing group in the world and is an equal opportunities employer promoting gender equality in the company. We aim to provide for a variety of career paths and patterns of working, a good work-life balance and comprehensive employee benefits. We seek to recruit a highly motivated, results oriented and dynamic candidate for the post below.

Sales Supervisor- Traditional African Beer (One Position) Mbarara Region - Grade H

Role: To manage the territory and provide market driven differentiated services within clearly identified channels that deliver sustainable growth in brand equity, volume and market share, competitive advantage and corporate reputation

The Key responsibilities include:

- Opportunity Assessment including Market potential study, customer service analysis, and in-trade execution
- Resourcing and allocation of Local Area Representatives and Trade Ambassadors
- Sales Planning and Execution: development of Quarterly / Monthly Sales Plan, Volume and market share gaps and trends, in-trade audits, implementation of promotions, customer negotiations and consolidation of competitor activities.
- Information Systems fully utilized and maintained in line with Company Information Protection Policy
- Sales measurement including Local Area Representatives KPI progress monitoring, Consumable and non-consumable assets control and Post evaluations conducted
- Marketplace competitiveness: Customer service ethos and relationships development, and management of corporate image
- Market development, customer recruitment, route development and maintenance
- Monitor & supervise driver salesmen both owned and Distributor team to ensure route consistency, and target achievement.

Job requirements but not limited to:

- A minimum of a university degree in a business related course
- At least 3 years' working experience in a sales position
- Must possess a valid drivers' license with a clean driving record.
- Familiarity with the industry
- Good communication skills, both verbal and written
- Goal driven and assertive
- Good self-management skills
- Consulting/Negotiating skills
- Excellent leadership, managerial and supervisory skills in a role that requires continuous creativity and innovation
- Excellent interpersonal and presentation skills
- Proficiency in computers with analytical and numeracy skills

Candidates who have the relevant experience and meet the above criteria should send their CVs, Certificate/testimonials and address of three (3) Referees plus telephone contact to the undersigned email address recruitmentug@ug.sabmiller.com *not later than Tuesday 6th September 2016.*

Nile Breweries Limited is an equal opportunities employer, and we promote gender equity in the company

Note: 1) Indicate the position applied for as the subject of your email
2) Internal candidates should get notify their line managers

**The HR Business Partner
Sales & Distribution, Marketing, and Corporate Affairs
Nile Breweries Limited
P.O Box 1345
KAMPALA SERVICE CENTER**