

Vacancy

11th November 2016

Nile Breweries Limited, a leading beverage company in Uganda, seeks to recruit a highly motivated, results oriented and dynamic professional for the post below:-

Sales Manager- (One Position)-District East - Grade J

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 reps
- 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.
- Financial control in line with channel requirements
- Information Systems fully utilized and maintained in line with Company Information Protection Policy
- Sales measurement including Rep 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.
- Sales Administration: Sales Rep reports analyzed for action and Weekly / monthly reports compiled
- Performance Management implementation and employees (subordinates) development.

KAMPALA OFFICE Plot 6-10 Portbell Road, PO Box 1345, Kampala, Uganda T +256 (0) 31 2210008 F +256 (0) 31 2240141 Toll Free 0800230200
E corporateaffairs@ug.sabmiller.com

JINJA OFFICE Plot M90 Yusuf Lule Road, Njeru, PO Box 762, Jinja, Uganda T +256 (0) 33 2210009 F +256 (0) 33 2240292/303

MBARARA OFFICE Plot 768, 769 and 262, PO Box 7621991, Rwizi Cell, Mbarara T +256 (0) 37 2210009 F +256 (0) 37 2240205

www.nilebreweries.com

DIRECTORS Elly Karuhanga **UGANDAN**, Greg Metcalf **BRITISH**, Roberto Jarrin **ECUADORIAN**, Kevin O'flaherty **SOUTH AFRICAN**,
Elena Miles **SOUTH AFRICAN**, Bruno Zambrano **COLOMBIAN**.

Job requirements:

- **A minimum of a university diploma in business related field**
- **At least 4 years' working experience in a sales field preferably with supervisory experience.**
- **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.**
- **The successful candidate should be able and willing to work in any part of Uganda.**

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 Friday 18th November 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**

KAMPALA OFFICE Plot 6-10 Portbell Road, PO Box 1345, Kampala, Uganda T +256 (0) 31 2210008 F +256 (0) 31 2240141 Toll Free 0800230200
E corporateaffairs@ug.sabmiller.com

JINJA OFFICE Plot M90 Yusuf Lule Road, Njeru, PO Box 762, Jinja, Uganda T +256 (0) 33 2210009 F +256 (0) 33 2240292/303

MBARARA OFFICE Plot 768, 769 and 262, PO Box 7621991, Rwizi Cell, Mbarara T +256 (0) 37 2210009 F +256 (0) 37 2240205

www.nilebreweries.com

DIRECTORS Elly Karuhanga **UGANDAN**, Greg Metcalf **BRITISH**, Roberto Jarrin **ECUADORIAN**, Kevin O'flaherty **SOUTH AFRICAN**,
Elena Miles **SOUTH AFRICAN**, Bruno Zambrano **COLOMBIAN**.