

## **Graduate Trainee (FMCG Distribution - Sales) - Towell Group**

*Towell Group is one of the largest private sector conglomerates in Oman, with strong ties to the Middle East, India, and Europe with over 150 years*

Location: Oman

Major: degree in Business Administration, Marketing, or any related field

Experience: fresh graduates are accepted. Exposure to the FMCG sector is desirable but not mandatory

Major Responsibilities:

- Work closely with the merchandising team and merchandise as per brand planogram in the market as required.
- Ensure Coverage and Service as per Journey plan and secure 100% distribution of MSL at all the time.
- Prepare recommended orders for customers that optimize stock holding, prevent out of stocks and drive sales.
- Ensure proper stock management through rotation of short expiry stock, FEFO merchandising, optimum shelf fill and reorder levels, management of expired and damaged stocks.
- Observe and report in details on all relevant store and competitor activities.
- Secure listing for all new products introduced within established deadlines with adequate shelf representation.
- Obtain for our brands secondary displays and visibility as per monthly priorities and ensure full deployment of trade agreements.
- Monitor utilization of Company assets (Coolers, Stands etc.) and take corrective action in case of any misuse.
- Report on a daily basis to your managers with updates on day's activity, achievement against objectives, issues and support required.
- Follow an organized route plan for visiting customers and an organized in-store call routine.
- Maintain a Customer fact book documenting all visit details agreements, sales order history etc.
- Achieve volume and value targets as per budgets.
- Negotiate with customers within the targets set down by your managers on credit, discounts, FOC goods, promotions volumes, display rentals etc.
- Regularly work with Merchandisers, Train them on Planogram, Product Expiries, Basic Merchandising Skills and Stock Replenishment.

How to Apply:

Kindly send your CV or contact the Career Services Center, E-mail: [career.services@balamand.edu.lb](mailto:career.services@balamand.edu.lb), Ext. 7801; 7802