

# Territory sales officer (TSO)

**Job Context:** To conduct in assigned areas as per Sales & Marketing plan and program to promote sales and improve operational efficiency.

## **Educational Requirements:**

- Bachelor degree in any discipline
- Minimum Graduation in any discipline

## **Job Location**

Chattogram, Cox's Bazar, Rangamati, Khagrachari, Sylhet, Habiganj, Sunamganj, Moulvibazar, Magura, Satkhira and Borguna districts.

**Experience: minimum 2/3 Years' experience as a Territory Sales Officer.**

## **Job Responsibilities:**

- Identify new markets and dealers, follow up accordingly.
- Work as Territory Sales Officer (TSO) for assigned zone.
- Achieving monthly sales and collection target.
- To set up new dealer & able to conduct their activities according to company rules.
- Responsible for Territory sales activities, regular market visits to the retailer and develop new area wise sales point (Distributor, Brand outlet, Retailers)
- Regular collection monitoring and meeting the collection target maintaining less risk of dealer default.
- Tracking, recording & reporting sales on daily basis.
- Basic knowledge over MS Excel.
- Work in a team under direct supervision of senior Sales manager in formulating marketing & sales policy with the guidance and inspiration of the company.
- Collect competitor's necessary info, activities and strategies with the help of resource person and report to management.

## **Additional Requirements:**

- Age at least 30 years
- 2 to 3 Years' Experience as a Territory Sales Officer/ TSO.

- Presentable
- Communication skill
- Analytical
- Computer Literacy is must
- Work under pressure

**Salary and Compensations:**

- Salary: Negotiable
- Salary review: Yearly
- Festival bonus: 2 (Yearly)
- Compensation & other benefits as per company policy.

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**Territory Sales Officer**

