

## National Head Of Sales - Offline Channels, India & South Asia

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Company: Glanbia

Location: India

Category: other-general

### The Opportunity

Are you ready to lead the charge in revolutionizing our offline channels? We're seeking a dynamic leader to spearhead our Route to Market expansion strategy. As the growth architect, you will collaborate closely with our National Distribution Partners. We're not just looking for a leader; we need a trailblazer who can inspire, motivate, and influence our entire sales and distribution network.

The ideal candidate isn't just experienced; they're a proven architect, having built offline accounts from the ground up. This role isn't for the faint-hearted; it's for those who thrive in rapid growth environments, have an innate ability to influence major accounts/franchise with finesse while charting a course for market leadership. But it doesn't stop there.

As part of the South Asia Leadership Team, your journey will be one of collaboration, working hand-in-hand with key internal stakeholders across Marketing, Supply Chain, and Finance. Your expertise in managing trade spends will be pivotal in driving channel profitability without compromising our growth objectives. And it's not just India; you'll also oversee our operations in the vibrant markets of Rest of South Asia

### Responsibilities

**Topline Business Metrics** Lead the charge in achieving our Annual Topline targets, aligning with our company's growth objectives.

**Growth Ambition:** Drive growth and category share as key business KPIs, propelling us towards market leadership.

**Distributor Management:** Oversee RTM Transformation, distributor S&OP and ensure seamless execution of Annual Operative Plans.

**Market Expansion:** Expand our Route-to-Market across Specialty, Organized Trade, and emerging channels to increase points of sale.

**Trade Spend Optimization:** Strategically manage trade spends to maximize ROI and channel profitability.

**Trade Marketing:** Develop and execute trade marketing initiatives to enhance customer loyalty and engagement.

**Cross-Functional Collaboration:** Collaborate with internal stakeholders across Marketing, Supply Chain, and Finance to drive operational excellence.

**Performance Reporting:** Present monthly performance insights during Monthly Business Reviews with our India Leadership Team.

### **The Skills you will bring to the team**

**Experience:** 12+ years of sales experience, preferably within FMCG categories. MBA preferred.

**Execution Focus:** Ability to roll up sleeves/ get into trenches to identify growth opportunities.

**Interpersonal Skills:** Strong Stakeholder Influencing and communication skills.

**Strategic Mindset:** Envision and drive the RTM Transformation agenda

### **Where and how you will work**

The opportunity will be based in Gurgaon India with hybrid working arrangements available through our which allows you a greater choice in how you work and live, giving you a better work-life balance.

### **What we would like to offer you!**

The opportunity to develop your career on a global stage, continuous learning through an on-demand learning platform, and a competitive compensation package including staff discounts, generous family leave policy, health & dental plan, competitive salary, 401K.

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