

Panama Jobs Expertini®

Sales Divisional Manager

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Company: Kellogg

Location: Panama City

Category: other-general

Grow with us as a **Sales Divisional Manager** . You will be responsible to manage a Full Service Distributor model creating strategies to bring profitable and sustainable results to the organization

You'll be in charge of customer's P&L, sales JBP KPI's as Sell in, Sell Out, Inventories, Gross Sales, Credit & Collect Trade Spending and commercial plan negotiation and implementation.

This position is located in Panama City, Panama.

A Taste of What You'll Be Doing

Demonstrate expertise in selling/negotiating and managing complex customer situations.

Lead Customer TS budget to execute brand strategy through prioritization of customers to achieve targets.

Understand customers strategies, WM JBP KPI's measures, priorities and needs that impact in-store to build strong commercial plans

This person will be in charge of customer's P&L, sales KPI's as Sell in, Sell Out, Inventories, Gross Sales, Credit & Collect, Trade Spending and commercial plan implementation

Your Recipe for Success

Bachelor Degree in Business Administration, Engineering careers or similar are preferred,

5+ years of sales experience,

English fluent speaking, writing and reading

Proficient computer skills (Excel, Word, PPT) Excellent communication, relationship building, and presentation skills, highly competitive, tenacious, and self-motivated)

Retail Link and Tableau knowledge is required.

Whats Next

After you apply, your application will be reviewed by a real recruiter not a bot. This means it could take us a little while to get back with you so watch your inbox for updates. In the meantime, visit our to get insights into our hiring process and how to best prepare for a Kellanova interview.

About Kellanova

Kellanova is a leading company in global snacking, international cereal and noodles, plant-based foods, and North America frozen breakfast, and a portfolio of iconic, world-class brands, including Pringles, Cheez-It, Pop-Tarts, Kelloggs Rice Krispies Treats, MorningStar Farms, Incogmeato, Gardenburger, Nutri-Grain, RXBAR, and Eggo. We also steward a suite of beloved international cereal brands, including Kelloggs, Frosties, Zucaritas, Special K, Krave, Miel Pops, Coco Pops, and Crunchy Nut, among others.

At Kellanova, we are committed to Equity, Diversity, and Inclusion (ED&I), uplifting each other and embracing our differences to achieve our common goals. Our focus on ED&I enables us to build a culture where all employees are inspired to share their passion, talents, ideas, and can bring their authentic selves to work. Learn more .

Were proud to offer industry competitive (Physical, Financial, Emotional, and Social) that vary depending on region and type of role. Be sure to ask your recruiter for more information!

The Finer Print

Kellanova is an Equal Opportunity Employer that strives to provide an inclusive work environment, a seat for everyone at the table, and embraces the diverse talent of its people. All qualified applicants will receive consideration for employment without regard to race, color, ethnicity, disability, religion, national origin, gender, gender identity, gender expression, marital status, sexual orientation, age, protected veteran status, or any other characteristic protected by law. For more information regarding our efforts to advance Equity, Diversity & Inclusion, please visit our website .

Ready to Taste the Future of Food?

-Kellanova Recruitment

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