



WILLIAM GRANT & SONS

ROLE PROFILE

Job Title	Sales Supervisor
Business Unit / Group Function	WG&S China
BU Team / Sub-Function	Commercial / Sales
Location	Suzhou, China
Team Leader	Assistant Area Sales Manager
Team Members	N/A
Job Level	5
Role Purpose Plan, execute & evaluate WG&S growth drivers with retailing customers based on shopper insight, customer needs and guideline of commercial excellence program in order to deliver the company annual budget target, strategy & vision.	
Accountabilities <ul style="list-style-type: none">• Plan weekly call visits to maintain relationship with local distributors and outlets, manage brand development & growth of WG&S Brands in the area• Ensure WGS brands have the correct exposure compared to competing categories• Ensure that pricing of WG&S brands is consistent with brand guidelines within the China market• Execute and evaluate regional promotional programs at outlet level, to required level of impact and effectiveness within set timing and budgets• Monitor and evaluate operational plans and take corrective action as required• Collect competitors' information constantly and keep track of industry / market trends• Update and maintain all data and information systems• Effectively and efficiently manage business budgets, and expenses incurred in line with company guidelines• Provide bespoke opportunities/proposals to drive new opportunities in the on-trade• Develop and maintain positive and constructive relationships with all relevant internal and external stake holders• Complete and submit all reporting / expenses and other paperwork requirements in a timely manner	
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