



WILLIAM GRANT & SONS

ROLE PROFILE

Role Title	Sales Manager
Business Unit / Group Function	ODC- WG&S Korea
BU Team / Sub-Function	Commercial / Sales
Location	Busan, Korea
Team Leader Role	Head of Sales
Role Level	4B
Team Members	Yes
Role Purpose Contribute to Korea sales vision that maximises the commercial potential of the region in Korea, delivers the required budget performance, and ensures sustainable growth and profitability for the Company.	
Accountabilities <ul style="list-style-type: none">• Lead, motivate and develop the Sales team in line with the Company Values to maximise employee engagement• Deliver profitable business results through development, implementation and monitoring of effective strategies and plans across all areas of responsibility• Focus the sales team in each region on improving the performance of our brands at the point of purchase through customer excellent, category management and customer brand activation• Build strong relationships and networks across the business with third parties and with individuals in the Korea in order to identify, evaluate and exploit opportunities to improve sales performance and customer excellence• Developing relationships with key members of the trade (wholesalers and on-premise accounts) in order to develop WGS brands in the Korea market. Gaining appropriate commitments to WGS initiatives• Lead and drive critical negotiations with Key Customers and develop senior trade relationships• Proactively support and help resolve significant sales issues and opportunities to ensure sustainable growth and profitability for the Company• Profile the Korea trade and customer focus with key stakeholders in the Group and third party partners	
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