WE ARE HIRING JOIN US!

Lao Coca-Cola Bottling Co.,Ltd

LAO COCA-COLA BOTTLING CO., LTD, HAS BEEN OPERAYING IN LAOSAS PER THE APPROVAL OF LAO GOVERNMENT SINCE 2012, MANUFACTURING AND DISTRIBUTING SOFT DRINKS FOR WORLD'S NUMBER ONE BEVERAGE COMPANY; "THE COCA-COLA COMPANY"

DISTRIBUTOR DEVELOPMENT MANAGER - COMMERCIAL



KEY RESPONSIBILITIES

- Responsible for the strategic design, implementation, and management of the distributor network across Laos
- Optimizing Route-to-Market (RTM) strategies, enhancing distributor capabilities, to drive volume, value and execution targets
- Manage distributor investment budgets, trade spend, ensure healthy distributor ROI and credit compliance
- Develop and implement training programs for distributor sales forces, in line with the company's direction
- Identify and onboard new distributors while managing the performance of existing ones through regular business reviews and managing deals, agreementand pricing strategy with distributors

QUALIFICATION

- Bachelor's Degree in Business Administration, Marketing, or related field.
- 5+ years of experience in Sales/Commercial roles within the FMCG sector, with at least 3 years specifically in Distributor Management or RTM.
- Strong communication skill both in English and Lao.
- Demonstrate strong negotiation and influence ability.
- Good command of MS Excel or equivalent.

BENEFITS

*Benefits vary by position and level

- ✓ Competitive remuneration package
- ✓ Health & Life Insurance
- ✓ Food, car, fuel and phone allowances
- ✓ Incentive, annual bonus and salary increment
- ✓ Special staff price for company products
- ✓ Annual leave and sick leave

APPLY NOW!

service.HR@laoscoke.com; sakiko.ha@laoscoke.com
021 781 000 - 6926
020 5621 6252, 5956 9495
DONNOKKHOUM VILLAGE, SISATTANAK DISTRICT, VIENTIANE CAPITAL

Lao Coca-Cola Bottling
Lao Coca-Cola Bottling Co., Ltd