



WE NEED YOU

WE'RE LOOKING FOR

Omnichannel Territory Manager

LOCATION:

Various (see advert)

WORKING HOURS:

5 days across 7

SALARY/DAY RATE:

£27,000 - £32,000

CONTACT TYPE:

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REPORTING IN TO:

Regional Manager

**SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER****WE'RE LOOKING FOR A PROACTIVE RELATIONSHIP
BUILDER**

As our Samsung Omnichannel Territory Manager, you'll have ownership of stores and contact centres in your area. You will be responsible for being the driving force behind growing the strength of the brand, building valuable relationships across your estate, and ultimately driving incremental sales. You'll work with channel teams and In-Store Promoters to generate sales opportunities and return on investment in your territory. Your retailer and market insights will contribute to our overall success. You will also focus on digital and social engagement, ensuring a seamless customer experience across all platforms.

TO MAKE A REAL DIFFERENCE IN THESE AREAS**KNOWLEDGE**

- Omni device approach – smartphone (SMP), tablets, wearables, hearables, new computing, accessories
- To live and breathe Samsung, ensuring your passion is infectious
- You will be provided the knowledge to be the expert on all products, allowing you to promote the USPs and share your knowledge across your territory
- You will ensure you are up to date on market and competitor insight and use this to succeed
- Social influence and engagement promoting key propositions and Samsung devices
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BUILDING RELATIONSHIPS

- Develop and build strong relationships within stores through business conversations around commercial opportunities, and ways to grow the brand
- High quality Presentation delivery and hosting to larger groups – physical and virtual
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MANAGEMENT

- Management of Samsung Promoters within promoter campaigns
- Channel elite management and effective relationship utilised

ANALYSING INSIGHTS

- Accurately reporting interactions and sales in your territory, providing valuable insight and demonstrating ROI
- Having a strong focus on KPI achievement and exceeding all targets
- Efficiently managing a call-file to maximise on peak times and availability

STRATEGIC DEVELOPMENT

- To always use your initiative to drive sales through innovative ways, sharing best practice and being proactive

SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Willing to embrace, live and embed our ETHIC values, Excellence, Together, Heart, Integrity & Curious
- Background/experience of omni channel route to market - retail, online/digital, contact centre
- Ability to remote management across large geographical areas
- Excellent presentation skills - physical and virtual
- Understanding of training styles
- Passionate, engaging and committed to succeed
- Strong planning and organisation skills

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

