



WE NEED YOU

WE'RE LOOKING FOR

OMNICHANNEL TERRITORY MANAGER

LOCATION:

Field Based

WORKING HOURS:

Monday to Sunday, 5 days out of 7, 37.5 hours

SALARY:

£27,000 - £32,000

OTHER BENEFITS:

Up to 15% Bonus, Company Car, Life Assurance, PerkBox Discounts, Aviva Pension, Samsung Discounts, Company Sick Pay

CONTACT TYPE:

Permanent

REPORTING IN TO:

Regional Manager

**SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER****WE'RE LOOKING FOR A COMMERCIAL EXPERT**

Our Omnichannel Territory Manager will be core in driving commercial expertise across retail stores and contact centres across our channel partners. You'll grow brand awareness and develop loyalty through building influential relationships with stores and channel partners to drive sell out of devices.

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

- Be an expert on Samsung Mobile (MX) products, staying up to date with the latest devices to cascade your knowledge across your territory
- Promote your passion for the brand to engage and influence

RELATIONSHIP MANAGEMENT

- Build and develop strong, influential relationships with store management and team members to grow brand love within channels
- Lead high profile visits and VIP management within your territory
- Manage Elites within retailers, providing training and support to achieve full potential
- Demonstrate a values driven approach, ensuring Blue Square and the client are represented positively

COMMERCIAL EXPERTISE

- Spot growth areas across your territory to generate sales opportunities, using data and insights to inform decision making
- Attend channel meetings and cascade commercial pages to retailers
- Stay up to date on the industry, market, and competitors, using insight to stay agile and ahead of the curve

CALL FILE COVERAGE

- Efficiently managing a call-file to maximise on peak times and availability
- Plan and organise your time to ensure y
- our territory is managed effectively, demonstrating return on investment in your visits
- Attend roadshow activations and tactical pop-up activity, providing support and getting stuck in when required

TRAINING INTERACTIONS

- Training store management and colleagues on device portfolio, ensuring every interaction is memorable and engaging

SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- You're passionate about retail, with demonstrated experience of omni channel routes to market – retail, online/digital, contact centre
- You're experienced in field management, either from an area or territory management background
- You've got a commercial eye, with experience of spotting and developing opportunities
- You're able to manage stakeholder relationships across a large geographical area
- You're an excellent presenter, confident in physical and virtual training and presenting
- You'll be able to understand different training styles and learning needs
- You're passionate, engaging, and committed to succeed
- You've got strong planning and organisational skills, motivated to hit targets
- You're flexible and adaptable, able to tackle change and remain positive
- You're a people person, passionate about building positive experiences

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.

