



WE NEED YOU

WE'RE LOOKING FOR

OMNICHANNEL TERRITORY MANAGER

LOCATION:

WORKING HOURS:

37.5 Hours a week, working 5 out of 7 days
between Monday to Sunday

SALARY:

£27,000 - £32,000 per annum

OTHER BENEFITS:

2025 BMW SUV Company Car, 15% Bonus, Pre-Paid Card for Expenses, Access to Samsung Discount Portal, Access to Reward Hub for tons of discounts, Company Sick Pay, Aviva Pension, 4 X salary Life Assurance, ETHIC Values Employee of the Month Recognition Scheme

CONTACT TYPE:

Permanent

REPORTING INTO:

Lead/Regional Manager

blue square.

**SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER****WE'RE LOOKING FOR A DRIVEN
RELATIONSHIP BUILDER WITH AN PASSION FOR
TECH**

As our Omnichannel Territory Manager, you will be at the forefront of driving commercial success across retail stores and contact centres within your territory. This role is built for individuals who thrive on building meaningful relationships and delivering exceptional work.

You will establish strong relationships at all levels within your territory, training in store colleagues on the latest devices and incentives whilst increasing brand awareness. Your expertise will advance brand loyalty and elevate Samsungs presence, while spotting any opportunities to improve Samsungs position in store.

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

- Stay ahead of the curve by becoming an expert in all things Samsung Mobile (MX) and their products, ensuring your territory is always informed and engaged to increase brand sales.
- Understand competitor products and approaches to remain commercially aware.

RELATIONSHIP BUILDNG

- Cultivate and maintain strong, influential relationships with store management and team members.
- Lead high-profile visits and VIP engagements.
- Engage with senior professionals and decision-makers, opening doors to new opportunities and collaborations.
- Actively engage with and monitor in store ambassador Backstage (internal training platform) performance.

COMMERCIAL STRATEGY

- Identify growth areas within your territory, leverage data and insights to inform decision-making and drive sales opportunities.
- 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.

TRAINING EXCELLENCE

- Deliver impactful training sessions to store management and colleagues, ensuring every interaction is memorable and engaging.

TERRITORY MANAGEMENT

- Organise and plan your time effectively to maximise return on investment during your store visits.
- Attend contact centre roadshow activations and tactical pop-up activity, providing support when required.

**SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER****DATA DRIVEN REPORTING**

- Report on customer interactions, sales, and training sessions to provide insights and demonstrate return on investment.
- Gain an understanding of store performance, utilising insights from various routes including mystery shop scores.

CULTURE & INCLUSIVITY

- Champion our values, and actively contribute to the development of Blue Square's culture.
- Drive innovation to foster diversity and inclusivity across the Field Team.

COMPLIANCE AND CONFIDENTIALITY

- Always ensure compliance and confidentiality.

**OUR IDEAL PERSON &
THE ESSENTIALS WE'RE LOOKING FOR**

- You are comfortable with covering a large geographical area, and a full UK driving license is required.
- You have a strong sense of passion for retail and have a proven track record of omnichannel routes to market, within the retail, online, digital or the contact centre space.
- You have a retail background with established experience either in store, area or territory management.
- You have a great eye for using data and insights and can spot and feel confident developing sales opportunities.
- You manage multiple stakeholders with ease across a large geographical area.
- You are a confident and passionate communicator delivering in person and virtual training sessions.
- You are comfortable managing your time to get the maximum results, working autonomously within your team.

SAMSUNG
OMNICHANNEL
TERRITORY
MANAGER

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.

