

# OUR BEST IS MADE OF **YOURS**

*Saputo*

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## **TERRITORY MANAGER**

Field Based  
Full Time, Permanent

### **YOU'LL MAKE CONTRIBUTIONS THAT MATTER BY...**

- Managing the stores that fall into the South zone which covers the M4 and M40 corridor (Oxford, High Wycombe, Southampton, Reading, Bracknell, Slough, Swindon, Basingstoke) with travel to Cardiff and Swansea once a month and building effective relationships within each outlet, with contact at all levels.
- Completing effective calls i.e. to meet the objectives and targets set by the National Field Sales Manager, following store procedure and identifying and agreeing display opportunities within outlets, using point of sale material.
- Demonstrating full knowledge of Saputo Dairy UK products and in store procedures in order to educate and motivate retailers in a professional manner

### **YOU'RE BEST SUITED FOR THE ROLE IF YOU ARE...**

- A driving licence holder who is passionate about Saputo Dairy UK, our brands and customers
- Self motivated with a 'can do' attitude' and knowledgeable of the industry with appreciation of structure, key relationships and retailer strategic direction
- Good at building relationships with excellent communication skills: internally and cross functionally at all levels and proficient in Microsoft Office and Excel

### **WE SUPPORT AND CARE FOR OUR EMPLOYEES BY PROVIDING YOU WITH...**

- Up to 10% bonus scheme paid quarterly
- Company car with free onsite parking at our sites
- Generous employer pension contributions, life assurance and long service recognised every 5 years
- Health Cash Plan - claim money back up to a set limit of c.£700 per annum on essential healthcare
- Discounted branded products
- 25 Holidays + 8 bank holidays
- My Staff shop - access to exclusive benefits, free advice and savings - providing great discounts from thousands of the UKs largest retailers & service providers.
- This role is eligible for visa sponsorship

**We support employment equity. Saputo strives to embed diversity and inclusion in its operations and invites candidates from all horizons to join our team.**

**To apply please email [recruitment@saputo.com](mailto:recruitment@saputo.com)**

Agencies - Thank you for your interest in working with Saputo Dairy UK. We have a PSL who will be supporting us if needed. We do not pay fees or acknowledge any CV's supplied to Saputo Dairy UK unless you have been briefed on the role by a member of the Talent Acquisition Team.