**RETAIL TERRITORY MANAGER**

**MAIN ACCOUNTABILITIES:**

* Identify gaps in all aspects of site performance for geographical area and mandate, advice or offer Retailers recommended tools, processes and support to help them to profitably deliver the Customer Commitment at the retail site and to develop the business for the mutual benefit of both the Retailer and Shell.
* Maximize all sales development potential whilst protecting Shell´s interests, through Retailer coaching and motivation. Participate in Attraction and Selection of the right Retailers. Manage and maintain positive Retailer relationships.
* Deliver Sales & Operations targets for geographical area through regular reviews and appropriate action plans.
* Ensure Retailers implement all areas of the Customer Commitment and ensure compliance with the Site Operations/HSSE standards, contracts and manuals. Be an ambassador of Welcome to Shell initiative.
* Manage and maintain territory plan through planned contract renewals/renegotiations with Retailer.
* Ensure Shell’s Reputation through Retailers.

**Requirements:**

* Minimum 5 years commercial experience
* B2B Sales experience
* Maximizes Business Opportunities / Negotiation
* Demonstrable competence in implementing standard processes, achieving sales targets, building relationships with Shell Retailers, delivering Retail Customer Commitment.
* Demonstrated ability to think commercially and strategically.
* Ability to manage a wide range of internal & external stakeholders & deliver results through others (internal and external partners).
* Team player with strong interpersonal, communication and presentation skills.
* Set clear goals and measure progress against delivery.
* Basic financial acumen to justify investment cases
* Champions Customer and Stakeholder Focus
* Proficiency in Spanish and English, spoken and written.

**SALARY**

* 40,000 MXP – 50,000 MXP