



Career Opportunity

Company Overview

Deeplaid *Laboratories Ltd.* is a leading natural medicine manufacturer in Bangladesh. The company started its journey in 2000 with the honest promise of providing at affordable prices to people. Deeplaid *Consumers* is a dynamic and fast-growing sister concern of Deeplaid *Laboratories Ltd.*, a renowned name in Bangladesh's healthcare and natural medicine industry. It established with a vision to diversify and strengthen the group's market presence, Deeplaid *Consumers* is engaged in the manufacturing, marketing, and distribution of high-quality consumer products, including food items, personal care products, and daily essentials. The company leverages the strong research, quality control, and manufacturing expertise inherited from its parent organization to ensure superior product standards. To sell and promote the company's consumer products, we are looking for the following position:

Position: Area Head (Territory Manager-TM)

Vacancy

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Job Context

- **Department:** Sales and Marketing Department
- **Job Location:** Anywhere in Bangladesh

Job Summary

The Area Head-Territory Manager (TM) is responsible for driving sales growth, managing field operations, and leading the sales team within an assigned territory. This role ensures effective market coverage, distributor management, and achievement of sales targets while maintaining strong relationships with key stakeholders.

Job Responsibilities

- Achieve assigned sales targets (volume, value, and collection) within the territory.
- Develop and execute territory sales plans in alignment with overall business strategy.
- Manage, supervise, and motivate Sales Officers / Territory Sales Officers (TSOs).
- Ensure effective market coverage, route planning, and outlet penetration.
- Build and maintain strong relationships with distributors, dealers, and key accounts.
- Monitor distributor performance including stock levels, sales, and collections.
- Ensure timely collection and minimize outstanding dues in the territory.
- Analyze market trends, competitor activities, and customer feedback to identify opportunities.
- Implement trade promotions, campaigns, and marketing activities in the territory.
- Ensure proper execution of brand visibility.
- Prepare and submit regular sales reports, forecasts, and market intelligence.
- Coordinate with internal teams (Supply Chain, Marketing, Finance) for smooth operations.
- Ensure compliance with company policies, procedures, and ethical standards.

Employment Status

- Full-time

Educational Requirements

- Bachelor's degree in Business Administration, Marketing, or a related field.
- MBA (preferred but not mandatory).

Experience Requirements

- 5-8 years of experience in sales, preferably in FMCG / Retail / Distribution.
- At least 2-3 years in a supervisory or territory management role.

Additional Requirements

- Age at most 32 years.
- Strong leadership and team management skills.
- Excellent negotiation and relationship management ability.
- Sound knowledge of territory and distribution management.
- Analytical mindset with strong reporting skills.
- Ability to work under pressure and meet sales targets.
- Good communication and interpersonal skills.
- Proficiency in MS Excel and reporting tools.

Salary

- Competitive remuneration package

Compensation & other benefits

- Festival Bonus, Mobile Bill
- Long term benefits as per company policy.

Last Date of Apply: 30-04-2026

Interested candidates are requested to send their application with updated CV, 3 copies of passport size color photograph, photocopy of National ID Card & photocopy of all academic certificates to the following address. You may also apply Online/E-mail. All applications will be treated as strictly confidential.

(Any persuasion will be treated as disqualification)

HR Department

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Deeplaid Laboratories Limited