

JOB TITLE Sales Executive– Retail

DEPARTMENT - Sales & Marketing

Location - Mumbai

Position - One

JOB DESCRIPTION:

- Responsible for entire retail sales in Mumbai, Navi Mumbai & at times outside Mumbai as per requirement
- Supervising of Subordinate Sales Team members & Sales Representatives / Promoters and motivating them to increase sales volume
- Selling/ Promoting products to retailers both small and large.
- Visiting the retailers and all retail outlets on regular basis
- Increasing sales by promoting products and achieving sales targets.
- Analyzing the sales performance and solving the problems
- Maintain Existing Customers through good communication and negotiation skills
- Developing new customers in the designated area
- Ensuring Targeted distribution & display of products as per approved promotional Plans
- Anchoring achievement of Volume and Value targets by Month, QTR & Year
- Making a daily sales report and keeping a log and timely reporting to the sales manager
- Maintain secondary sales report and timely coordination with Distributors / Retailers for placing correct PO
- Preparing daily/weekly & monthly sales report – Product wise & Outlet wise
- Ensure regular Payment follow-up and collecting the payment

SKILLS & BEHAVIOR:

- 4-5 years' experience in Modern Retail from frozen sector (preferable)
- Excellent communication & Organizational skills
- Must Be Target Oriented & Team Player
- The candidate should be able to work under pressure.
- Teamwork and organization such as planning, time management, commitment and communication.
- A hard worker, quick learner, who understands the techniques and skills.
- Honesty, reliability and punctuality are a must
- Has experience in the Meat / Food Processing Industry.
- Excellent Verbal and written communication in English and other Indian languages.

QUALIFICATION, EXPERIENCE & REQUIREMENT:

Prior experience in FMCG/Meat/Frozen Sales (Min 4 - 5years)

Age – Max 35 years

UG: Any Graduate - Any Specialization

PG: Any PG - preferable Sales & Marketing

REPORTING TO: Director – Sales & Marketing.