



Sales Executive (On Roll) / Sales Officer (Third Party)

Company: KDD India Pvt. Ltd.

Product: Harvest (Juices) & Malai Magic (Cooking Cream)

Location: Bangalore, Kerala, Delhi, Mumbai and Punjab

Industry: FMCG

Trade: General Trade, HORECA & Institutional Trade

CTC: Between 2.50 to 3.20 lacs PA

I. Major Functions

Leads Designated Territories Sales and Distribution Operations to Deliver, Volume, Revenue & Distribution Targets and Adherence to Organization's Policies and Systems

II. Basic Duties & Responsibilities

- 1) Functional & Operational Responsibilities
- 2) Delivery of Approved S&D Budget,
- 3) Introduction and appointment of new Distributor as per the Trade business to increase primary sales
- 4) Responsible for primary and secondary sales growth of assigned territory
- 5) S&D Support Budgetary Control
- 6) Timely and Correct Distributor Claim submission
- 7) Ensure Credit Control as per Organization's Policies
- 8) Ensure Timely and Accurate MIS Reporting
- 9) Timely monitoring of Stock with each distributor
- 10) To have proper control on liquidation and near to expiry stocks
- 11) Ensure to clear stock at Distributor point to avoid stock liquidation or stock expiries.

Contact Details

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