

## Job Description

**Position:** Sales Officer/ Sales Executive

**Location:** [Delhi, NCR, Western UP, Uttarakhand, Punjab, Haryana, Himachal Pradesh, Jammu]

**Qualifications:**

10+2 / 3 Years Diploma in Sales & Mkt/ Any Graduate/ Post Graduate (Sales & Mkt) from recognized university with minimum 3 years of experience in sales & marketing of Beverages, Organics, Frozen Products etc. Proven track record in achieving sales targets and month-on-month market growth.

**Job Summary:** The SO for Beverages, Organics, and Frozen Products Sales will develop a sales plan for products in our portfolio; deploy strategies to ensure month-on-month sales growth, and deep dive into market trends and learning. They shall report to the ASM and keep them updated on the market scenarios. They should build strong client relationships and brand equity within the designated territory. They should know basic sales software and tools.

**Responsibilities:**

- **Sales Strategy:** Develop and execute sales plans and Strategies to meet targets and show month-on-month growth.
- **Client Management:** Build relationships with key accounts in GT & Institution for sales of Beverages, Organics, and Frozen Products.
- **Sales Operations:** Manage the sales cycle, from prospecting to closing.
- **Reporting:** Prepare and submit regular sales reports (Daily sales Report, Monthly Sales Report etc.) and market insights using the **Sales Force Automation App**. Monitor market trends and competitor activities, and update the ASM with actionable insights.

**Skills:**

- Sales and Business Development
- Relationship Building and Management
- Market Knowledge
- Analytical Thinking
- Communication and Negotiation
- Sales Software Management

**Working Conditions:**

- Frequent travel to client locations.
- Flexible working hours to meet client needs.
- Personal Vehicle is a must.
- Must have own Laptop and Android Smartphone.