

Notice for Placement

Company – MRK Foods Private Limited

Industry – Gourmet / FMCG

Designation - Sales Executive - (HORECA sales)

Location – **Mumbai**

Education - Any Graduate / Post graduate in Marketing Management

Experience – 0 – 3 years

Key Responsibilities:

- Handle HORECA Channel (Hotel, Bar and Restaurants, Institution, Cafeteria etc.)
- Responsible for achievement of Sales Target assigned on monthly, quarterly, half yearly and yearly basis.
- Responsible for increasing off-take in stores, sampling etc. to increase the reach.
- Responsible for ensuring store coverage by enlisting new chains and driving business volumes with proper negotiation of TOT.
- Responsible for ensuring 100% fill rate, PO follow up and smooth delivery of PO.
- Responsible for proper display, merchandising and increasing shelf share of the brand.
- Ensure that all SKUs are listed and available in HORECA chains.
- Maintain MIS and sales reports and provide timely feedback and sharing of regular visibility images to supervisors
- Regular update on competitor margin and activities/Launch.

Soft Skills:

- **Good communication:** to deal with the distributors, retail trade and the company supervisors on a day-to-day basis.
- **Commercial and presentation skills:** Preparation of proposal and basic negotiation and presentation skills
- **Good relationship skills:** to maintain good and business relationship with trade he/she deals with and to be a good team player
- **Leadership skills:** he/she has to be a self starter, acumen in business development and should show strong willingness to develop business.

Desired Candidate Profile:

Ready to work for Field sales.

Interested Candidates can send their resume on below mentioned email id at the earliest.

Contact Person: Nilesh Dama

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