



Post: Retail Sales Executive

Department: Sales & Marketing

Location: MUMBAI/ Vapi/ Jaipur

Reporting To: Regional Manager - Sales

Key Tasks and Responsibilities:

1. Implement operational plans to retain and enhance the customer base

- Implement the planned activities at the field sales level in order to fulfil the operational plan

2. Participate in the sales cycle encompassing the following:

- Retail Outlet visit
- Meeting the new retailers and opening new counters
- Retail meets & local contractors one to one meeting
- Site Visits – based on retailer inquiry
- Order Management
- Payment follow up with the dealers and retailers

3. Special Skills Required

- Experience in the Building Material, Construction Chemicals, Waterproofing or Paints Industry
- Companies Preferred: Sunanda, Fairmate, Perma, Walplast, Laticrete

Key Performance Indicators:

- Maintenance of the Database file and Inquiry file.
- Retailers retention and new retailer billing
- Preparation of Daily report
- Collections
- Adherence to individual Sales Targets.

Qualifications:

- Graduate from a recognized university.

Skills:

- Good written and verbal communication skills.

- Product knowledge
- Good PR Skills
- Self-motivation and multi-tasking capabilities.
- Confident and keen acumen

Experienced Required: 2 Years & Above