

## **Job Description:**

Designation : Area Sales Manager (ASM) - 2 position  
Work Experience : 2 years as Manager with Spices/Pickles/Instant Foods etc  
Place of Posting : Hyderabad-1, Nizamabad-1  
Salary : INR 5 - 5.5 lakhs per annum

### **Brief overview of Role:**

1. Plan and organize area of operation as per company yearly business plan for the entire business and reviewing the achievements against the targets on a monthly basis
2. Appointment of FMCG distributor in food category
3. Retailing and placement of products
4. Training and development of distributor sales person
5. Beat planning and route planning
6. Merchandising, maintain daily sales report
7. Managing all the distributors sales men in the area
8. Implements the monthly sales plan by salesman and outlet and follows up the execution on a daily basis by monitoring the daily sales reports
9. Reporting of sales performance
10. Rural distribution Appointment
11. Ensuring implementation of activities to attract more sales
12. Provides proper MIS/ competitive activities to HO, by putting an effective system to capture the same from the market & the team

### **Requirements**

1. Any Graduation, preferably Commerce/Business administration
2. Minimum 2 years work experience as Area Sales Manager leading a team of Sales Officers
3. Should have worked in any leading Spices/pickles other similar division
4. Candidate should have territory knowledge in Hyderabad (for ASM-HYD) territory knowledge in rest of Telangana (for ASM-NZB)

**Interested applicants may send their applications to Srikanth Tekumalla + 91 91541 82880**

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