

DAKSHINAYAN FOODS PRIVATE LIMITED

JOB DESCRIPTION – SALES EXECUTIVE

Position Sales Executive

Department

Sales & Business Development

Job Location

MUMBAI - AHMEDABAD

Experience

1–3 years in Sales / Business Development preferred

Job Summary

We are looking for a motivated and result-oriented **Sales Executive** to generate new business, maintain client relationships, achieve sales targets, and contribute to the overall growth of the organization.

Key Responsibilities

- Participate in promotional activities, exhibitions, and business development initiatives
- Sales Push for Packaged Foods at Locations: Actively participate in person at the locations using the guidelines set.
- Ensure all servers and designated servers passively push the product at the prescribed time.
- Track numbers for assigned location at each server shift.
- Ensure the pace rate is at where it should be
- Sampling conducted at the appropriate time and in the correct way.
- Funnel Development for Retail Sales
- On Ground Designated Market Days
- Target 8 meetings per assigned day
- Target Adding 4 Outlets/Institutions every 2 days

Required Skills

- Excellent communication and interpersonal skills.
- Strong negotiation and convincing abilities.
- Target-oriented and self-motivated approach.
- Good presentation and relationship-management skills.

Branch: At Hotel Anand, Gandhigram Road, Near Iskon Temple, Juhu,

Mumbai -400 049 , Maharashtra

CIN No.: U56100GJ2025PTC158288 **GST No.** 27AALCD3690F1ZG

Phone: (+91) 9167644329 | **Mail:** Hr@dakshinayan.in

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- Basic knowledge of MS Office / CRM software.
- Ability to work independently as well as in a team.
- Willingness to travel for client meetings when required.

Qualifications

- **Graduate in any discipline.** MBA/PGDM in Sales or Marketing will be an added advantage.
- **Will be positioned at any of the chain restaurants in Mumbai as applicable to Mumbai and Ahemdabad as applicable to Ahemdabad**
- **Freshers will be welcomed to apply**
- **To apply for this position, kindly email your updated resume to hr@dakshinayan.in**

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