

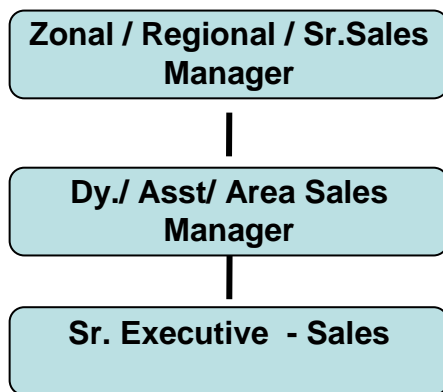
**1. Position (HIRING FROM CAMPUS)**

Department: Sales

Position Title: Sr. Executive - Sales

Job Grade: Sr. Executive - Sales

Reports To: Manager - Sales

**2. Org Structure:****3. Duties and Responsibilities:****Essential Duties:**

Achievement of sales and collection targets.  
Maintain commercial hygiene and expand channel.  
Increase retail footprint in unrepresented areas and distribution depth in existing area.

Competition information update  
Good skills in preparing presentations and business cases, communicating clearly, outlining problems, targets, results and key insights.  
Ability and passion to excel within an environment of change and a drive for continuous improvement .  
Self motivating, tenacious and balanced individual who brings 'can do' motivation to work every day.

**4. Critical Core Competencies**

1. Communication
2. Business & Financial Acumen
3. Creativity & Innovation
4. Customer Focus
5. Systematic Problem Solving

**5. Financial Accountability (in USD)**

- USD
- Type of accountability

Direct

☒

Shared

☐

Support

☐
**6. Education and Qualifications**

MBA (Sales / Mkt)

**7. Experience**

Campus Freshers

**8. Other useful skills and competencies**

Moderate skills in preparing presentations and business cases, communicating clearly, outlining problems, targets, results and key insights.

Ability and passion to excel within an environment of change and a drive for continuous improvement .

Self motivating, tenacious and balanced individual who brings 'can do' motivation to work every day.

**Comments:**

Knowledge in computer, Sales process

**Position Holder:****Supervisor:****Date****Signature****Date****Signature****HR Endorsement**

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**Name , Date**