

KARNATAKA STATE PULSES ABHIVRIDI MANDALI LIMITED

No. 42, Cotton Market, APMC Yard, Nehru Gung, Kalaburgi-585104.

PROG: MARKETING AND BRANDING OF GULBARGA GI TUR DAL

(Funded by Ministry of Food Processing Industries, Govt. of India)



RECRUITMENT FOR THE POSITION OF

SALES EXECUTIVE (One No. - On Contractual Basis)



Overall role description: The Sales Executive is expected to plan and implement Business Development and Sales activities for both B2B and B2C sales of Gulbarga GI Tur Dal. The Sales Executive would be responsible for researching market needs, identifying business opportunities, implementing sales initiatives and carrying out channel development activities so as to achieve the programme's desired marketing and sales objectives with a focus on cost efficiency and returns. This role entails hands-on operations to coordinate between potential customers (B2B and B2C), customers, channel partners, and other business stakeholders to achieve pre-defined sales targets.

Scope of work:

1. Identify and partner with B2B & B2C online/offline channel partners for sales of Gulbarga GI Tur Dal
2. Identify sales prospects and meet with potential customers for new business ; Establish buyers' network across geographies through multiple channels
3. Negotiate with buyers to finalize deals transactions to meet effective operations of orders
4. Obtaining confirmation of orders and ensuring fulfilment i.e. from order placement to delivery of goods and collection of payments from buyers ; Maintain accurate records of all contracts, interaction with customers
5. Provide market intelligence to marketing resource persons for creation of promotional content
6. Develop and maintain sales materials and current product/market knowledge such as product specifications, costing and pricing of commodities (branded/unbranded, retail/bulk) in national and international markets.
7. Establish and maintain current client and potential client relationships ; Build long-term partnership with customers and manage buyer grievances.

Eligibility conditions:

(a) Essential:

- i. Should possess a degree in Business management / Business administration.
- ii. At least six months work experience in FMCG/Commodity sales in B2B / B2C contexts (online/offline)

(b) Desirable: Candidates who possess a Post Graduate Degree in Business Management (MBA or equivalent) would be preferred.

Place of work: Bengaluru. However, the position involves extensive travel to achieve sales objectives.

Duration of engagement: Twenty Four months (initial tenure of six months extendable after a performance review)

Remuneration: The selected candidate would be eligible to receive a consolidated all-inclusive monthly remuneration of Rs. 30000 (Rupees Thirty Thousand only). Additionally, a performance-based incentive would be receivable. Applicable taxes would be deducted at source.

Note: This position is contractual in nature and does not lead to a regular position in the programme or in KSPAML. Filled applications in the prescribed format, along with the supporting documents, should be emailed to mdktamlglb@gmail.com. **Last date for receipt of applications: 16th February 2023.** Shortlisted applicants would be invited for a personal interview. In case of any query, please write to - mdktamlglb@gmail.com

Sd/-
MANAGING DIRECTOR,
KSPAML, KALABURAGI

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PROG: **MARKETING AND BRANDING OF GULBARGA GI TUR DAL**

(Funded by Ministry of Food Processing Industries, Govt. of India)

Application for the Position of **Sales Executive** on contractual basis.

**Affix your latest
passport size self-
attested photograph**

(Particulars to be filled by the Candidate)

| | | |
|-----|---|--|
| (1) | Name of the candidate (in Block Letters) First name-middle name-Surname | |
| (2) | Gender (Male / Female) | |
| (3) | Date of birth (Day-Month-Year) (Enclose Self-attested copy of Age Proof) | |
| (4) | Age as on the closing date of receipt of Application (Years/Months/Days) | |
| (5) | Community to which belong (SC/ST/OBC/General) | |
| (6) | Father's Name | |
| (7) | If employed, designation of the post | |
| (8) | Name and address of the office / Institution / Organization, if employed | |

Application form for the position of 'Sales Executive'

Contd...2

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|-----------|-----------------------|--|--------|--|-----------|--|-------|
| (9) | (a) Permanent Address | | | | | | |
| | (b) Postal Address | | | | | | |
| | (c) Contact Details | <table border="1"> <tr> <td>Mobile</td> <td></td> </tr> <tr> <td>Telephone</td> <td></td> </tr> <tr> <td>Email</td> <td></td> </tr> </table> | Mobile | | Telephone | | Email |
| Mobile | | | | | | | |
| Telephone | | | | | | | |
| Email | | | | | | | |

(10) Academic Qualifications:

(Enclose separate sheet, if space is not sufficient, strictly in the following format):

| Level | Name of Course | Institute / University | Year of Passing | Subject (s) with major field of specialization | Class / Division obtained | Grade / Marks & Percentage of Marks |
|------------|----------------|------------------------|-----------------|--|---------------------------|-------------------------------------|
| Graduation | | | | | | |
| Masters | | | | | | |
| Ph. D | | | | | | |
| Others | | | | | | |

(11) Employment Record & Experience:

(a) Employment Record (in chronological order):

(If space is not sufficient, enclose separate sheet, strictly in the following format)

| Designations and Posts held | Remuneration Particulars | Nature of work | Name of the Organization & Place of Working | Period (From - to) |
|-----------------------------|--------------------------|----------------|---|--------------------|
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| (b) Justification for suitability of your candidature for the post in respect of qualification, experience and other related information (to be furnished in not more than 2 pages): | | |
| (12) | Are you a citizen of India by birth/domicile? | |
| (13) | Have you ever been convicted by a court of law for any offence? If so, furnish details | |
| (14) | Have you ever been punished or debarred from service of Government or other organizations? If so, furnish details | |
| (15) | Whether any disciplinary case is either pending or disposed of against you? If so, furnish details of Major / Minor Penalty imposed, if any? | |

Note: Enclose self-attested photocopies of:

- (a) Date of Birth Certificate
- (b) Educational Qualification Certificates viz., copies of Marks Cards, Degree Certificates etc. and
- (c) Employment / Experience Certificates etc.

Signature of the Candidate with date

A copy of the filled-in application signed by the candidate along with self-attested testimonials (supporting documents) should be sent to the email ID: mdktamlglb@gmail.com in PDF format.

Last date for receipt of applications: 16th February 2023

Application form for the position of 'Sales Executive'

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RECRUITMENT FOR THE POSITION OF

OPERATIONS EXECUTIVE (One No. - On Contractual Basis)

Overall role description: The Operations Executive is expected to carry out tasks relating to efficient, timely and safe transportation of Tur dal-based products across all stages of the supply chain i.e. from warehouse/packing centre to stock points/outlets. The Operations Executive plays a critical role in this programme considering the need for transport of packed goods across geographies. The Executive has to constantly focus on cost efficiencies and timeliness of deliveries while eliminating/avoiding transit losses. This role involves hands-on efforts to ensure that the products are transported and delivered in an efficient manner.

Scope of work:

1. Identify service providers for transportation of goods to the warehouse/s, and from the warehouse/s to the outlets
2. Ensure transfer of packaged goods to delivery agents of e-commerce platforms, and other distribution channel partners incl. retail outlets
3. Manage activities at all stages from receipt of purchase order to delivery of goods to buyers' locations
4. Manage reverse logistics to ensure customer satisfaction

Eligibility conditions:

(a) Essential:

- i. Should possess a degree in any field.
- ii. Atleast six months work experience with a agro-commodity business in a related role (online/offline)

(b) Desirable: Experience in a similar role with a commodity trading firm or manufacturing/packaging unit or transportation agency.

Place of work: Bengaluru. However, the position involves extensive travel to achieve sales objectives.

Duration of engagement: Twenty Four months (initial tenure of six months extendable after a performance review)

Remuneration: The selected candidate would be eligible to receive a consolidated all-inclusive monthly remuneration of Rs. 27000 (Rupees Twenty Seven Thousand only). Applicable taxes would be deducted at source.

Note: This position is contractual in nature and does not lead to a regular position in the programme or in KSPAML. Filled applications in the prescribed format, along with the supporting documents, should be emailed to mdktamlglb@gmail.com. **Last date for receipt of applications: 16th February 2023.** Shortlisted applicants would be invited for a personal interview. In case of any query, please write to - mdktamlglb@gmail.com

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(Particulars to be filled by the Candidate)

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| (2) | Gender (Male / Female) | |
| (3) | Date of birth (Day-Month-Year) (Enclose Self-attested copy of Age Proof) | |
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| (6) | Father's Name | |
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Application form for the position of 'Operations Executive'

Contd...2

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