

AAVIN-ERODE

WALK-IN-INTERVIEW

We require Marketing Executives on contract basis for sale of our Milk and Milk by-products..

Qualification:

Must be a MBA Graduate

Age:Below 35 years

Should be a local Resident

Possession of two wheeler and cell phone

Experience in the sale of any FMCG[Desirable]

Must know the Tamil / English

Eligible candidates appear for Walk-in-Interview on **13-02-2019** at 10.00 AM at Administrative Office of the Erode District Cooperative Milk Producers' Union Limited, Vasavi College Post, Erode-638316 with all relevant original certificate.

Note: Job description and other details are available in Website www.aavinmilk.com.

GENERAL MANAGER

Annexure - I

Job description

1. A candidate selected should canvas for the appointment of retailers for milk and by products.
2. Daily he should visit atleast 10 nos. of new shops and will maintain a Log Book for shops visited
3. Field Executive will identify a minimum of 5 retailers for appointment for milk and 5 Retailers for bi products in a month.
4. Field Executive should achieve minimum Target for milk and bi products every month.

Minimum Target:

a. Milk :

Target for No. of Retailers	10
Minimum sale/day/retailer	25 lits.
Minimum sale/day	250 lits.
Sale per month	$250 \times 30 \text{ days} = 7500 \text{ lits.}$
Sales Revenue	$= 7500 \text{ lits} \times \text{Rs.}40/- \text{ /lit} = \text{Rs. } 3,00,000$

b. Bi Products:

No. of Retailer	5
Minimum sales/Retailer	Rs.2,000/-
Sales/Day	$\text{Rs.}2,000 \times 5 = \text{Rs.}10,000/-$
per month	$\text{Rs.}10,000/- \times 30 \text{ days} = \text{Rs.}3,00,000/-$
Total Revenue	$\text{Rs.}3,00,000 + 3,00,000 = 6,00,000/-$

Salary:

- a. A Field Executive will be paid a minimum pay of Rs.7500/- on his first month in order to gain adequate knowledge about the retailers, products and other necessary information about the company. From the second month onwards he will be paid a consolidated pay of Rs.15,000/-

per month subject to the achievement of minimum target of Rs. 6.00 lakhs per month generated by the appointment of 10 retailers for milk and 5 retailers for bi-products.

If the Field Executive does not meet the minimum requirement of Rs.6.00 lakhs (i.e) if he/she achieves only Rs.2.0 lakh in a month his/her salary would be worked out proportionately. (ie) $12000/300000 \times 200000 = \text{Rs.}5,000/-$

Only the sale quantity of newly appointed retailers should be taken into account for the payment of salary.

The concerned Manager (Mkg) will inspect newly appointed retailers for milk and bi products and will authorize the sale quantity is additional before the disbursement of salary. Exchange/transfer of sales quantity from 1 retailer to another retailer for the purpose of achievement of minimum target should not be entertained.

b. Incentive: Apart from the salary, a Marketing Executive will be given Rs.0.50 ps. per lit as an incentive for the additional sale of milk achieved over and above minimum target of 250 lits./day. Also, for bi products sale, he/she will be given 2% of the additional revenue generated by new retailers over and above a minimum target of Rs.3.00 lakhs/month.

For example if a Field Executive achieves average 500 lits./day and Rs. 4.0 lakhs by products sale from the new retailers,

his incentive would be : $250 \times 0.50 \times 30 = 3750$

$0.2 \times 1,00,000 = 2000$

Total incentive Rs. 5750/-

Allowance:

A Field Executive will get Petrol allowance of Rs. 1000/- monthly.

Contract:

A Field Executive is engaged on contract basis. The contract for the engagement of Field Executive will be valid for a period of one year. At the end of the year the contract may renewed based on the performance and the necessity of the Field Executive.

Place of Posting

The Field Executive would be posted in major cities, Taluk Headquarters, towns of the districts where the market for milk and bi products is yet to be tapped.

For Erode Dist. Coop. Milk
Producers' Union Limited,

General Manager