

https://www.araxxafoods.com/career/sales-executive/

Sales Executive

Description

An FMCG sales executive/salesman in Gujarat is responsible for achieving sales targets by building relationships with retailers, promoting products, and managing sales within a specific territory. Key duties include executing sales strategies, ensuring product availability on shelves, conducting market analysis, and providing sales reports.

Responsibilities

· Achieve sales targets:

Meet or exceed monthly, quarterly, and yearly sales objectives for the assigned territory in Gujarat.

• Client relationship management:

Build and maintain strong relationships with retailers, distributors, and other key business partners.

Market development:

Identify new business opportunities, conduct market research to understand trends, and monitor competitor activities.

Sales execution:

Visit outlets to ensure product availability, good visibility, and proper merchandising.

Promotions and activities:

Execute promotional activities, trade marketing strategies, and special deals to drive sales.

· Reporting:

Maintain accurate records of sales activities and provide regular reports and sales forecasts to management.

Product knowledge:

Maintain a deep understanding of the company's products to effectively present them to clients.

Qualifications

• Education:

A bachelor's degree in business, marketing, or a related field is often preferred, but not always required for entry-level positions.

• Experience:

Previous experience in field sales, ideally in the FMCG sector in Gujarat, is highly beneficial.

Hiring organization

Araxxa Foods

Employment Type

Full-time

Beginning of employment

Immidiate

Industry

FMCG

Job Location

Ahmedabad, Gujarat, India Remote work from: Gujarat

Working Hours

08:00 AM to 06:00 PM

Date posted

October 14, 2025

• Sales acumen:

Strong understanding of sales principles, techniques, and how to negotiate effectively.

• Communication:

Excellent verbal and written communication skills are essential for client interactions and reporting.

• Analytical skills:

Ability to analyze sales data, identify market trends, and solve problems.

• Technical skills:

Proficiency in using a smartphone or tablet for sales reporting and basic proficiency in Microsoft Office Suite (especially Excel) is a plus.

· Soft skills:

Strong time management, self-motivation, and the ability to work both independently and as part of a team.

• Territory knowledge:

Familiarity with the local market and geography of Gujarat is a significant advantage.