

KERALA CO-OPERATIVE MILK MARKETING FEDERATION
LTD (MILMA)

Milma Bhavan, Pattom Palace, Thiruvananthapuram

NOTIFICATION

No.CMD/KCMMF/03/2023

12.04.2023

The Centre for Management Development (CMD) on behalf of a reputed Government Organization, invites application from qualified and competent candidates for the post of **Territory Sales In-charge**. **The initial tenure of appointment will be for one year.**

Interested candidates may apply ONLINE through the website of Centre for Management Development (CMD), Thiruvananthapuram (www.kcmd.in) by satisfying themselves with the terms and conditions of this recruitment.

Schedule of Events:

Start date for submitting online application: 12/04/2023 (10.00 AM)

Last Date for submitting online application: 18/04/2023 (05.00 PM)

The details of the posts are given below:

| Name of Post | Eligibility Criteria | Salary | Upper Age Limit (as on 01-04-2023) |
|--|---|---|------------------------------------|
| Territory Sales In-Charge (TSI) <i>(Vacancies)</i> 1. Alappuzha 2. Kottayam 3. Idukki 4. Kozhikode 5. Wayanad 6. Kasaragod | <ul style="list-style-type: none">• The candidate must be a MBA graduate or a graduate in Dairy Technology/Food Technology• They should also have at least 2 years of experience in selling FMCG products• Aptitude to work in a fast-paced organisation with active listening, negotiation, facilitation and reasoning skills• Only individuals who are fluent in English & Malayalam language should apply• Should be willing to travel• Should be highly active and focused to bring sales to the company• Must have a two wheeler | Rs.2.5 to 3 lakhs CTC+TA/DA+ Incentives | 28 Years |

The **Roles and Responsibilities** of the **Territory Sales In-charge (TSI)** post are given below:

- The candidate will be responsible for Sales & Distribution function for a range of value added products.
- Directly responsible for achieving the revenue targets for the territory
- Build, lead and manage the distributor sales team for achievement of revenue targets
- Manage distributors and ensure supply of our products in both rural and urban areas
- Capable of managing both GT and MT distribution
- Introduction and appointment of new Distributor
- Ensure Timely and Accurate MIS Reporting
- Conduct periodic distributor review on the Progress of Business, Weekly, Monthly, Quarterly, and on.

Selection Methodology

The applications will be subjected to a scrutiny based on the details provided by the candidate, and a list of candidates eligible for the test/proficiency assessment will be prepared. A shortlist of the candidates who qualify the test/assessment will be prepared, and those candidates will have to appear for an interview. The appointment of candidates will be based on the performance in the test/assessment and interview subject to the fulfilment of other eligibility criteria, as per the norms prescribed by the Organization.

Instructions for Scanning of Photograph & Signature

- Scan the latest photograph of the candidate and upload the same in the space provided in the online application [scanned image shall be less than 200 kB in *.JPG format only].
- Candidate shall make his/her signature on a white paper, scan the same and upload it in the space provided in the online application [scanned image shall be less than 50 kB in *.JPG format only].
- The candidate has to scan his/her full signature, since the signature is proof of identity, it must be genuine and in full: initials are not sufficient. Signature in CAPITAL LETTERS is not permitted. The signature must be signed only by the candidate and may not be by any other person.
- The candidate has to scan and upload CV (in *.PDF format) and all other relevant documents for proof of age, caste, educational qualification and experience in the space provided in the online application [each scanned image shall be less than 3 MB in *.JPG format only].

General Instructions

- The applicants are required to go through the detailed notification carefully and decide themselves about their eligibility for this recruitment before applying online.
- The Organisation shall not be responsible for any discrepancy in submitting the online application.
- Applicants must compulsorily fill-up all relevant fields of the Online application.
- Incomplete/incorrect application form will be summarily rejected. The Organisation under

any circumstances will not entertain the information, if any, furnished by the candidate subsequently. Applicants should be careful in filling-up the application form at the time of submission. If any lapse is detected during the scrutiny, the candidature will be rejected even though he/she comes through the final stage of recruitment process or even at a later stage.

- The applicant should not furnish any false, tampered, fabricated information or suppress any material information while filling up the application form.
- If the particulars furnished in the Online application form do not tally with the Original documents produced by the Candidate, his/her candidature will be rejected.
- KCMMF reserves the right to fill or not fill the posts advertised.
- Applicants should have a valid personal email ID and mobile no., which should be kept active till the completion of this Recruitment Process. CMD may send intimation to download call letters for written test/proficiency assessment/interview through the registered e-mail ID. In case a candidate does not have a valid personal e-mail ID, he/she should create his/her new e-mail ID and mobile no. before applying online and must maintain that email account and mobile number.
- The copy of the Appointment letters, Salary Certificates, pay slip etc. will not be accepted in lieu of work experience certificate.

**Sd/-
Authorised Signatory**