

# Sales Officer



- **Vacancy for:** 2
- **Posted on:** Dec. 3, 2017
- **Deadline:** Dec. 11, 2017, 11:55 p.m.

## Basic Job Information

Job Category : Sales / Public Relations  
Job Level : Mid Level  
Employment Type : Full Time  
Job Location : Kathmandu  
Offered Salary : NRs. 20,000.00 - 25,000.00 Monthly

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## Job Specification

Education Level : Under Graduate (Bachelor)  
Experience Required : More than or equal to 2 years

## Other Specification

- Should be able to present and speak in mass public.
  - Should be able to use MS Office.
  - Should be able to lead other Sales team.
  - Strong communication and negotiation skills
  - Creative, innovative and a good team player
  - Ability to take initiative and work under pressure
  - Self-motivated, energetic, and positive attitude
  - Two-wheeler holder is a must.
  - Convince retailers / IWS about Shell product USP and benefits
  - Calculate and show profit margins/schemes to retailers/workshops
  - Analyse retailers / IWS potential for credit and payment system.
  - Analyse / Monitor sales / collection targets
  - Tally accounts with Retailers/ workshops
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## Job Description

- Visit retailers and workshops daily for Sales and Collection
- Coordinate with marketing team for schemes and branding
- Plan, Develop, execute and monitor Sales plan, collection plan and credit control
- Analyse/ compare competitors data on price, schemes, strategies
- Plan, Organize events such as Dealers/ Mechanic meet

## Work Experience Area:

- Distribution Agents, FNCG, Paints, Preferred Auto Spare Parts / Lubricants
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## Applying Procedure

Apply Link : <https://merojob.com/sales-officer-239/>

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