NORTH EAST DAIRY AND FOODS LIMITED.
Juripar, R.K. Jyotiprasad Agarwala Road, Panjabari, Guwahati – 781037

JOB INFORMATION:

Position	Jr. Executive/Executive (Sales & Distribution)-Modern Trade
Minimum Qualification	Full time Graduate in any discipline with preferrable Post Graduate degree in the field of Marketing from a recognized Institute/University.
Experience	At least 1 year of experience in the field of Sales & Distribution in Frozen/FMCG/Dairy/Ecom-FMCG Sales, Qcom-FMCG Sales, MFS Channels (preferably in dairy/ food products)
Job Location	Guwahati, Assam

Age: 25 years to 33 years as on 1st November, 2026. However, relaxation may be given in case of extraordinary/ outstanding candidates with relevant experience.

Salary: Salary: CTC Rs.5.42 lakhs to Rs.6.18 lakhs per annum including P.F & other Contributions. (Negotiable and commensurate with qualification and experience)

MAIN RESPONSIBILITIES:

- Achievement of Sales Target-Primary/ Secondary (Modern Trade- Ecom/Qcom/MFS)
- Carry out daily scheduled tasks for market visit. Submission of daily market visit report (DSR)
- Achieve targeted distribution parameters and escalate as per instruction.
- Responsible for growth of business volumes by listing product categories in Ecom, Qcom, MFS Customers
- Register the New outlet for regular service to fulfill the demand as per desired time.
- Competitor's Activity Report to be submitted on weekly basis as per given format.
- Execute marketing activities, promotions in Modern Trade.
- Any other responsibilities/functions deemed necessary by the Manager in order to meet the level of the services in the organization.
- To monitor / follow up to maintain smooth stock flow and cash flow from the assigned channel.
- Active participation in any organizational interest. Respond to questions and requests for information.

JOB SPECIFICATIONS

Skills/Attributes: Technical	• Good communication skills (pleasant and convincing). • Must have two-wheeler and Android Mobile Handset. • Computer knowledge (Reports on MS-Excel, MS Word). • Result oriented and comfortable working in a fast-paced office environment.
Skills/Attributes: Social and Managerial	• Analytical Skills & Team work and People Management Skills. • Proficiency (read, write, speak) in Assamese, Hindi & English (any of two) is must. • Devoted to a task or purpose with loyalty or integrity Inspires teammates to follow them.

Reporting, Performance Review and Leave Terms:

- The Jr. Executive/Executive (Sales & Distribution)-Modern Trade will report to Manager –Sales & Marketing, NEDFL.
- Performance will be reviewed as per Key result areas (KRA). The remuneration may be enhanced on an annual basis as per prevailing rules, which will be performance based.
- Will be eligible for paid leaves/Holidays as per the applicable norms/policy of NEDFL.
- For any authorized tour within the operational areas, he/she will be paid TA/DA as per norms/policy of NEDFL.

NEDFL reserves the right to post the selected candidates in any other location in business interest of the company.