

ANNEXURE

A-Essential Qualification:

- 1) Educational Qualification Qualification BBA., & MBA., [Preferably MBA]
- 2) Age Below 35 years
- 3) Sex Male/Female
- 4) Nativity Should be a local resident
- 5) Languages known Tamil/English
- 6) Possession of two wheeler and cell phone
- 7) Experience in the sale of any FMCG [Desirable]
- 8) He/She should have a flair for field work [Desirable]

B-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 10 retailers for appointment for milk and 5 Retailers for by-products in a month.
- 4) Field Executive should achieve minimum Target for milk and by-products every month.

C) Minimum Target:

a. Milk

Target for No. of Retailers	10
Minimum sale/day/retailer	25 lits
Minimum sale/day	250 lts
Sale per month	250x30 days = 7500 lits
Sales Revenue	=7500 lits x Rs.40/-/lit = Rs.3,00,000/-

b.By-Products

No. of Retailer	05
Minimum sales/Retailers	Rs.2,000/-
Sales/Day	Rs.2,000 x 5 = Rs.10,000/-
per month	Rs.10,000/- x 30 days = Rs.3,00,000/-
Total Revenue	Rs.3,00,000 +3,00,000 = R.6,00,000/-

F.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.

G:Place of Posting

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

H.Conditions for appointment

- a) Field Executives are engaged only on contract basis
- b) This contract will not guarantee any employment opportunity in the Districts Unions
- c) The candidate can claim this experience in the recruitment of any of District Unions
- d) Number of candidates to be selected may be decided by the respective District Union based on the profitability of the Union concerned.
- e) He/She cannot claim any regular appointment in the respective DCMPU

General Manager