

Reference ID: LHD\_JP

## **Leader - Home Delivery**

Male/ Female Candidate with pleasant personality, good communication skills (English & Hindi), basic computer knowledge and **should have two-wheeler driving license.**

**Vacant Position:** 1

**Job Location:** Jaipur (RPS Tower, Ground Floor, 50, Vrindavan Vihar, Kings Road, Nirman Nagar, Jaipur – 302019)

**Work experience:** 2 to 3 years (Experience in Direct Sales)

**Qualification:** Any University Graduate

**Remuneration:** up to 4 LPA

**Age:** 28 years to 35 years

### **Special Skills, Mental or Personality Requirements:**

- Ready to work Door to Door (Direct Sales).
- Good Communicator, comfortable to work in teams, punctual, polite to others, responsible, sincerity to the job, positive and creative thinker.
- PC skill like MS Excel & Power point.
- Local candidate.
- Languages known: English and Hindi

### **Job responsibilities:**

- To take care of center sales and operations related to home delivery.
- Target planning and distribution of the same among all sales team.
- Growth and development of Individual areas of sales team by seeking opportunities through various business development activities.
- Responsible for the growth of outsource and YDI staff of Home Delivery.
- Development of Sales in assigned working area door to door using company's scooter along with Yakult lady (YL).
- Overall sales growth of the branch and recruitment of YLs and other staff.
- Responsible for branch operations, sales, and administration.
- Training and motivating Yakult ladies (YLs).
- Delivering of products to customers in absences of Yakult Ladies (YLs).
- Recruitment of Yakult Ladies (YLs).
- Sales promotion in small retail stores, residential localities, schools, offices, Parks etc.
- To give training to Yakult Ladies (YLs) on field work and customer handling.
- To assist in promotional & PR activities in schools, gym and commercial places.
- To provide internal support administratively for back-office operations in a centre.
- To coordinate with Yakult Ladies (YLs) for specific requirement, promotion material, petty cash and uniform etc.
- To maintain daily logbook of vehicles.
- Bike training to new Yakult Ladies (YLs).