

Marconix Sales Solutions Private Limited

<https://marconix.in/job/b2b-manager/>

B2B – Manager ! Paathre's

Description About the Role

We are looking for energetic and self-motivated B2B Manager – to expand Paathre's retail presence across Bengaluru by developing new retail outlets and generating business.

Target Retail Outlets

Standalone Supermarkets

Kirana / Departmental Stores

HORECA / Canteens / Institutional Sales

Key Responsibilities –

- Visit assigned retail outlets as per the beat plan.
- Introduce Paathre's products and brand portfolio.
- Discuss about the margin and stock position to retailers.
- Book orders as per the retailers provided thru CRM applications forms available.
- Capture outlet details and update daily reports in the CMR App.
- Revisit the outlets once in week time to check Inventory & get reorders
- Promote new products, schemes, and marketing initiatives.
- Build strong retailer relationships through regular follow-ups.
- Collect retailer feedback and market intelligence.
- Achieve outlet coverage and sales targets.
- Coordinate with the Reporting Manager and attend review meetings.

Pay: Up to ₹25,000.00 per month

Benefits:

- Provident Fund

Work Location: In person

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

Bangalore, Bengaluru, India

Date posted

September 21, 2026