

Job Description for Sales Executive (Electrical)

We are looking for a competitive and trustworthy **Sales Executive** to help us build up our business activities. He will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction

The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth

Responsibilities

- Conduct market research to identify selling possibilities and evaluate customer needs
- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc
- Must act as a bridge between the company and its current market
- Actively seek new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/ services
- Provide customers with quotations
- Create frequent reviews and reports with sales and financial data
- Negotiate/close deals and handle complaints or objections
- Collaborate with team to achieve better results
- Maintains quality service by establishing and enforcing organization standards
- Identify new markets and business opportunities.

Requirements

- Proficiency in English
- Excellent knowledge of MS Office
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Possess the skill to work both in team and perform independently
- Should be able to thrive in competitive markets
- Graduate or Post Graduate with relevant Management Degree

Experience: 0-1 Year

Job Location: Vijayawada