

Sr. Executive – Sales

Description

We are looking for a dynamic and experienced Sales Executive to join our team. The ideal candidate will be responsible for driving sales growth, building and maintaining strong client relationships, and achieving sales targets. This role requires excellent communication and negotiation skills, a customer-centric approach, and a deep understanding of the market and industry trends.

Responsibilities

Ø Identify and pursue new sales opportunities and leads through networking, industry research, and other channels.

Ø Build and maintain strong, long-lasting relationships with clients to understand their needs and provide effective solutions.

Ø Present, promote, and sell products/services to both existing and prospective customers.

Ø Achieve sales targets within the designated time frame and prepare detailed sales reports.

Ø Conduct product demonstrations and effectively communicate the benefits and value of offerings.

Ø Collaborate with internal teams (such as Marketing and Product Development) to align on sales strategies.

Ø Stay up-to-date with industry trends, market conditions, and competitor activities.

Ø Resolve any client issues promptly to maintain customer satisfaction and loyalty.

Qualifications

Graduate / MBA / Diploma / BE / B. Tech

Contacts

hr@jobchat.co.in

Hiring organization

JOBCHAT HR SERVICES

Employment Type

Full-time

No. of Position

5

Duration of employment

Full Time

Industry

Manufacturing

Job Location

Rajkot – Gujarat

Working Hours

09:30AM To 06:30PM

Date posted

December 9, 2024

Valid through

31.12.2024