

JOB DESCRIPTION

POSITION: Sales Executive/ Sales Engineer & Sales Manager

DEPARTMENT: Sales & Marketing

LOCATION: Pune/ Mumbai

ROLE TYPE: Full- Time

JOB BRIEF:

We have multiple openings for **Sales Executive/ Sales Engineer to Sales Manager** to help us build up our business activities. We are looking for trustworthy, enthusiastic individuals who would contribute to achieving our goals.

Sales individual's responsibilities include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction.

We would like to meet you if you have excellent communication skills and feel comfortable contacting us through email and phone.

RESPONSIBILITIES:

- Conduct market research to identify selling possibilities and evaluate customer needs.
- "Get the sale" using various customer sales methods (cold calling, networking, social media & presentations etc).
- Forecast sales, develop "out of the box" sales strategies/models, and evaluate customer's demands, and needs to build productive long-lasting relationships.
- Research accounts and generate or follow through sales leads to meet personal, team sales targets and evaluate their effectiveness.
- Set up meetings with potential clients and listen to their wishes and concerns. Prepare and deliver appropriate presentations on products and services.
- Create frequent reviews and reports with sales and financial data.
- Ensure the availability of stock for sales and demonstrations.
- Participate on behalf of the company in exhibitions or conferences & attend meetings, sales events and training to keep abreast of the latest developments.
- Negotiate/close deals and handle complaints or objections.
- Collaborate with team members to achieve better results. Gather feedback from customers or prospects and share it with internal teams.

REQUIREMENTS AND SKILLS

- Graduate / Post Graduate (BBA, BE/ Diploma (Mechanical/ Electrical), MBA Marketing.
- 0-6 years' efficient experience in sales & marketing.
- Experience in Capital equipment, Genset, Batteries, UPS or any other relevant field.
- Proficiency in Marathi, Hindi and English.
- Fast learner & a passion for sales, self-motivated with a results-driven approach.
- Good knowledge of MS Office, Excel & Aptitude in delivering attractive presentations.
- People at the senior level should have people management skills for a few of the reportees.