

Position : Sales Executive

Location: Andheri (East), Next to Chakala Metro Station, Mumbai.

Experience : 1 – 2 years in B2B sales

Qualification : MBA/ Diploma (Specialization in Marketing)

Category : Full Time

***Must have min 1 year experience in B2B sales.**

Job Responsibilities

1. Inside Sales : Identify business opportunities & generate leads through market research
2. Regular field visits and presentations to potential clients.
3. Sell B2B across India
4. Follow up with the existing clients to maintain a cordial relationship.
5. Maintain strong knowledge of product, end-customers and market.
6. Learn about customer's procurement functions, stays current with all aspects of business including industry and competitive data
7. Submit weekly, monthly sales report to direct manager as required.

Key Competencies:

- Should have excellent written and verbal communication.
- Should have a knack for research and online marketing.
- Should have strong techno- commercial skills.
- Should have good presentation & negotiation skills.
- Must have experience in B2B and institutional marketing.
- Should be able to deal with different kind of customers.
- Should be willing to work in a team .
- Should be willing to travel