

## Tecknotrove Systems (I) Private Limited

Simulation | Virtual Reality | Augmented Reality | Gamified Learning

<b>Job Title:</b>	Business Executive	<b>Department:</b>	Sales
<b>Location:</b>	Andheri - East, Mumbai	<b>Position Type:</b>	Full-time
<b>Experience:</b>	1-2 years in B2B sales		

### About Tecknotrove Systems

1. Tecknotrove Systems is a young and dynamic technology company.
2. It is **Asia's leading** training and simulation company focused on developing simulation and virtual reality (VR) solutions for critical applications.
3. It offers solutions for growing Industries like Automobile, Aviation, Defence, and Mining.
4. Its clients include some of the leading names in the industry like HP, Shell, Castrol, Total, Maruti Suzuki, and many more.
5. Its corporate office is based in Andheri, Mumbai, and the manufacturing facility is in Gujarat.
6. The company's expertise lies in creating virtual worlds for critical applications using simulators and AR/VR technologies.
7. Has implemented projects in over **26 countries**
8. The company was founded 20 years ago with the vision to be a pioneer in the simulation space
9. For more details refer to: <https://tecknotrove.com/>

### Position Summary:

A **solutions Selling role** for sales and business development to large enterprises in India and International Markets for large projects.

Looking for a high-performing sales executive to help meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team's potential, crafting sales plans, and justifying those plans to the Top management.

### Roles and Responsibilities

1. Research on focus industries to shortlist prospective target customers
2. Identify contact details of key decision-makers or prospects and connecting with them.
3. Assists the sales team in setting up face-to-face meetings of potential customers with Business Development Managers
4. Maintain and expand the database of prospects via continuous research
5. Reconnecting with past prospects to reintroduce them to the new business product(s) or service(s)
6. Liaisoning with marketing teams to gather information to support our sales pitches.
7. Updating the business CRM (Customer Relationship Management) software with buyers' details and information about where they are in the sales process.

<b>Qualifications &amp; Skills Needed</b>	
<b>Education</b>	MBA/Diploma (Specialization in Marketing)
<b>Experience</b>	1-2 year in B2B sales
<b>Skills &amp; Competencies</b>	<ul style="list-style-type: none"><li>1 Excellent spoken and written communication skills.</li><li>2. High energy level.</li><li>3. Self-starter who takes initiative to solve client's problems.</li></ul>