

Tecknotrove Systems India Private Limited

Job Title:	Sr. Sales Executive – (Mining Division)	Department:	Sales
Location:	Andheri	Position Type:	Full Time
Experience:	3-4 years of relevant experience		

About Tecknotrove Systems

Tecknotrove Systems is a young and dynamic technology company headquartered in Mumbai. Tecknotrove is Asia's leading training and simulation company focused on developing simulation and virtual reality solutions for critical applications. We develop immersive training solutions for critical applications for industries like Automotive, Aviation, Mining, Defense, Nuclear, and Industrial safety.

With a team of over 150 talented employees, we have successfully delivered projects in over 26 countries around the world. Our expertise lies in creating virtual worlds for critical applications using simulation and AR/VR technologies. We are headquartered in Andheri, Mumbai, with offices in Delhi and the Middle East and a manufacturing facility in Gujarat.

About Tecknotrove: <https://tecknotrove.com>

Position Summary

This position is for a Sales professional focused on selling simulation-based training solutions to the Mining Industry in the Indian & International markets. The customer categories to focus on are large mining cos., OEMs, vocational training institutes, etc.

Roles and Responsibilities

- Prospecting potential accounts in the mining industry & networking with potential leads to build a strong leads funnel.
- Researching, planning & implementing new target market initiatives.
- Continuously analyze competition & conduct SWOT to finetune selling strategies that expand the Co.'s customer base as well as presence.
- Pursuing qualified leads & moving them through the sales cycle including RFPs, Bid/Proposal preparation, follow-up, negotiation, and closing of sales.
- Achieve quarterly & annual sales targets and present revenue & expense reports along with realistic forecasts to the management team.
- Nurture long-lasting relationships with customers by partnering with them to understand & serve their needs.
- Identifying & suggesting product improvements or new products by remaining current on industry trends, market activities, and competitors.

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Job Requirements and Qualifications	
Education	MBA, with specialization in Marketing; Engineering will be an added advantage
Experience	3-4 years in B2B sales to the Mining Govt. Sector
Skills & Competencies	<p>Must-Have:</p> <ul style="list-style-type: none"> • Direct Selling experience in Enterprises Sales in the Mining/Government sector. • Experience in selling solutions, projects, equipment, or services. • Must have closed large value orders (>₹50 L per order) • Must have interest & knowledge in consultative / concept selling. • Strong negotiation & consultative sales skills. • Must have a passion for technology. • Excellent spoken and written communication skills in ENGLISH. • Assertive with high energy levels. • Self-starter who takes initiative independently.