

Job Title: Sales Executive / Sr Executive

Location: South Region (Chennai) /Tamil Nadu

Department: B2B-Sales

Reports to: Regional Manager

Position Type: Full-time

No. of Position: 3

Job Summary:

We are seeking a dynamic and results-driven Sales Executive to join our team. The Sales Executive will be responsible for generating new business opportunities, managing customer relationships, and achieving sales targets. The ideal candidate should have a strong understanding of the sales process, excellent communication skills, and the ability to thrive in a fast-paced environment.

Key Responsibilities:

- **Prospect and Lead Generation:**
 - Identify potential clients through research, networking, and cold calling.
 - Generate and qualify leads to build a strong sales pipeline.
- **Sales Presentations and Demonstrations:**
 - Conduct sales presentations and product demonstrations to prospective clients.
 - Clearly articulate the benefits and features of our products/services.
- **Customer Relationship Management:**
 - Build and maintain strong relationships with new and existing clients.
 - Provide exceptional customer service and support to ensure client satisfaction.
- **Negotiation and Closing:**
 - Negotiate terms and close sales deals to achieve individual and team sales targets.
 - Prepare and deliver sales proposals and contracts.
- **Market Research and Analysis:**
 - Stay informed about industry trends, market conditions, and competitors.
 - Provide feedback to the marketing and product development teams.
- **Reporting and Documentation:**
 - Maintain accurate records of sales activities and client interactions in the CRM system.

- Prepare regular sales reports and forecasts for management review.

Qualifications:

- Bachelor's degree in business, Marketing, or a related field.
- Proven track record of success in sales, preferably in [your industry].
- Strong understanding of the sales process and techniques.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Self-motivated, goal-oriented, and able to work in a fast-paced environment.
- Willingness to travel as needed.

Benefits:

- Competitive salary and commission structure.
- Health insurance.