

JD of Sales Executive:

The Executive of the Sales Department is responsible for assisting in the management and coordination of the company's sales efforts, including developing and implementing sales strategies, managing customer relationships & achieving the sales targets.

1. Architects Collaboration: You will oversee the onboarding of architects for customized premium B2C projects, including building relationships and driving marketing campaigns to promote collaborations in this segment.
2. Retail Brands/Corporate Sales Bulk Ordering: You will develop strategies to attract retail brands and corporate clients for bulk orders, implementing MOQ-based pricing and building strong relationships with key decision- makers in these segments.
- 3- Assist in the management and coordination of the company's sales efforts.
- 4-Develop and implement sales strategies to meet company goals and objectives.
- 5-Manage customer relationships and ensure customer satisfaction.
- 6-Achieve sales targets and quotas set by the company.
- 7- Work with other departments within the company to ensure that sales are coordinated effectively.
- 8-Prepare and present sales reports to senior management.
- 9-Identify and pursue new business opportunities.
- 10- Keep up to date with new technologies and advancements in the field of sales.
- 11-Provide guidance and support to sales team members.
- 12-Participate in sales training and coaching to improve sales skills.
- 13-Collaborate with other teams and departments to create a cohesive, efficient and effective sales process.
- 14-Participate in the coordination of sales-related events, such as trade shows and conventions.
- 15-Attend networking events and other opportunities to promote the company and its products or services.

Skills & Qualification

- 1- Bachelor's degree in business, marketing, or a related field. If you do not have this, please take some similar training/certification.
- 2-More than 5 years of experience should be there or learn about the subject in shortest duration of time.
- 3-Excellent communication and interpersonal skills.
- 4-Strong attention to detail and ability to analyse and interpret complex data.
- 5-Strong organizational skills and ability to prioritize tasks.
- 6-Experience in customer relationship management.
- 7-Knowledge of relevant industry trends and technologies.
- 8-Strong analytical and problem-solving skills.
- 9-Experience with sales force automation (SFA) software and CRM tools is a plus.

Salary is negotiable (As per the Industry standards)

