

Job Description: Key Responsibilities

Profile: B2B Sales Executive

Relevant Experience: Fresher

Education: B. Tech/MBA

- Build business by identifying and selling prospects; maintaining relationships with Architects and Consultant's.
- Identify business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Sell products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepare reports by collecting, analyzing, and summarizing information.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Contribute to team effort by accomplishing related results as needed.
- Handling B2B Marketing Solutions like IndiaMart, LinkedIn...etc.

Required Skill:

- Presentation Skills
- Client Relationships
- Emphasizing Excellence
- Energy Level
- Negotiation
- Prospecting Skills
- Meeting Sales Goals
- Creativity
- Sales Planning
- Independence
- Motivation for Sales

To meet what business demands, company will be continuously sourcing Product and Project sales training from our associates like LG electronics, Mitsubishi, Midea etc.

Salary:

Rs.38000-45000 PM +Variables upto 4Lacs PA.

Location- Gurgaon, SPAZE, IT PARK, Sohna Road.

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