

Sr. Sales Executive

Location: Pune

Job Type: Full Time

Department: Sales & Marketing

Role Overview:

- Manages sales of the company's products and services in within a defined geographic area, province or country
- Ensures consistent, profitable growth in sales revenues through positive planning, deployment and management of sales personnel
- Identifies objectives, strategies and action plans to improve short- and long-term sales and earnings

Core Functions:

- Collaborates with Sales Director in establishing and recommending the most realistic sales goals for the company
- Manages an assigned geographic sales area or product line to maximize sales revenues and meet corporate objectives

Job Duties:

- Cold-call prospects that are generated by external sources of lead
- Identify decision makers within targeted leads to begin sales process
- Penetrate all targeted accounts and radiate sales from within client base
- Collaborate with Sales Supervisor to determine necessary strategic sales approaches
- Create, deliver & Close qualified Sales opportunities
- Maintain and expand the company's database of prospects
- Set up and deliver sales presentations, product/service demonstrations, and other sales actions
- Assist in creating RFP responses to potential clients

- Where necessary, support marketing efforts such as trade shows, exhibits, and other events
- Make outbound follow-up calls to existing customers via telephone and e-mail cross-sell and up-sell
- Overcome objections of prospective customers
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports
- Enter new customer data and update changes to existing accounts in the corporate database
- Attend periodic sales training where applicable
- Appropriately communicate brand identity and corporate position
- Proactively inspects sales activity and effort among sales associates managed, ensuring that the quality and quantity of sales effort meets company expectations
- Works with market management to ensure market-level strategic and business objectives are met by the sales team
- Directs and supports the consistent implementation of company initiatives
- Proactively assesses, clarifies, and validates customer requirements and satisfaction by engaging key customer accounts in conjunction

Requirements:

- University or college degree in Engineering, Computer Science, Marketing, or an acceptable combination of education and experience
- 4 plus years of direct work experience in Direct sales capacity
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Solid experience in opportunity qualification, pre-call planning, call control, account development, and time management
- Success in qualifying opportunities involving multiple key decision makers
- Strong problem identification and objection resolution skills
- Able to build and maintain lasting relationships with customers

- Exceptional verbal communication and presentation skills. Excellent listening skills
- Strong written communication skills. Self-motivated, with high energy and an engaging level of enthusiasm
- Able to perform basic calculations and mathematical figures
- Ability to occasionally travel and attend sales events or exhibits
- Ability to work individually and as part of a team. High level of integrity and work ethic
- Experience with customer relationship management software

Working Conditions:

- Travel within Pune as required
- Ability to attend and conduct presentations
- Manual dexterity required to use desktop computer and peripherals
- Working Hours: 09:45 am to 6:45 pm Hrs (Monday-Friday)