

Job Summary:

The Sales Executive is responsible for identifying and acquiring new clients, maintaining relationships with existing clients, and achieving sales targets. This role involves understanding client needs, offering suitable solutions, and ensuring customer satisfaction. The Sales Executive will work closely with the Sales Manager and the rest of the sales team to achieve the company's growth objectives.

Key Responsibilities:

Identify potential clients and business opportunities through market research, networking, and calling.

Develop and maintain a robust pipeline of leads.

Client Engagement:

Conduct sales presentations and product demonstrations to prospective clients.

Build and maintain strong, long-lasting client relationships.

Understand client needs and tailor solutions to meet those needs.

Sales Process Management:

Manage the entire sales cycle from lead generation to closing deals.

Prepare and deliver proposals, negotiate terms, and finalize contracts.

Maintain accurate records of all sales activities and client interactions in the CRM system.

Target Achievement:

Meet or exceed individual sales targets and contribute to the overall sales goals of the team.

Monitor and report on sales performance metrics.

Collaboration:

Work closely with the Sales Manager and other team members to develop effective sales strategies.

Provide feedback and insights on market trends, client needs, and competitive landscape.

Customer Service:

Ensure a high level of customer satisfaction by addressing client inquiries and resolving issues promptly.

Follow up with clients post-sale to ensure their needs are met and to identify opportunities for additional sales.

Qualifications:

Bachelor's degree in Business, Marketing, or a related field.

Proven experience in sales

Strong understanding of the sales process and dynamics.

Excellent communication, negotiation, and interpersonal skills.

Ability to work independently and as part of a team.

Proficiency in Microsoft Office Suite and CRM software.

Goal-oriented with a track record of meeting or exceeding sales targets.

Skills and Competencies:

Communication: Ability to effectively communicate with clients and colleagues.

Skills: Strong skills to close deals successfully.

Customer Focus: A commitment to providing excellent customer service.

Adaptability: Ability to adapt to changing market conditions and client needs.

Problem-Solving: Strong problem-solving skills to address client issues and concerns.

Working Conditions:

This role may require travel to meet with clients and attend industry events.

Flexibility in working hours may be required to meet sales targets and client needs.