

Sales Enhancement Executive (Male)

Description

Experience Level: 0-1 year

Gender Preference: Male

Location: Trivandrum district, Kerala

Immediate Joiner

Company: Srishti Innovative, Technopark

About Srishti Innovative: Srishti Innovative is a leading technology company located in Technopark, Trivandrum. We specialize in providing innovative solutions in mobile applications, web development, and digital marketing. With a commitment to excellence and a focus on delivering cutting-edge solutions, we are dedicated to fostering growth and innovation in the technology sector.

Position Overview: We are seeking a dynamic and results-oriented Sales Enhancement Executive to join our team. The ideal candidate will have 0 to 1 year of experience in sales and business development, with a passion for driving growth and achieving targets. This role offers an exciting opportunity to contribute to the success of our sales team and play a key role in expanding our customer base.

Responsibilities

Key Responsibilities:

1. Identify new business opportunities and develop strategies to attract and retain clients.
2. Conduct market research to understand customer needs, preferences, and trends.
3. Build and maintain strong relationships with prospective and existing clients through regular communication and follow-ups.
4. Generate leads through various channels including cold calling, networking, and referrals.
5. Collaborate with the sales team to develop customized solutions tailored to meet the needs of clients.
6. Prepare and deliver sales presentations, proposals, and contracts to potential clients.
7. Negotiate terms and pricing agreements with clients to close deals and achieve sales targets.
8. Monitor sales performance metrics and provide regular reports to management on progress and achievements.
9. Stay up-to-date with industry trends, competitor activities, and market developments to identify opportunities for growth.
10. Provide feedback and insights to the marketing team to support the development of marketing campaigns and promotional activities.

Qualifications

Hiring organization

Srishti Innovative

Employment Type

Full-time

Industry

Information and Technology

Job Location

1C, 1st Floor, Carnival Building,
Technopark Campus, 695581,
Trivandrum, Kerala, India

Date posted

February 20, 2024

Valid through

31.03.2024

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field.
- 0 to 1 year of experience in sales, business development, or a similar role.
- Strong communication and interpersonal skills, with the ability to build rapport and trust with clients.
- Proven track record of meeting or exceeding sales targets and objectives.
- Ability to work independently as well as collaboratively in a team environment.
- Excellent organizational and time management skills, with the ability to prioritize tasks and manage multiple projects simultaneously.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Familiarity with CRM software is a plus.
- Must be a male candidate from Trivandrum district and available for immediate joining.

Job Benefits**Benefits:**

- Competitive salary and performance-based incentives.
- Opportunity for professional growth and advancement within the company.
- Comprehensive training and support to enhance sales skills and knowledge.
- Dynamic and collaborative work environment with opportunities to work on exciting projects.
- Potential for travel and networking opportunities within the industry.

Contacts

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