

Sales & Marketing Executive (1-3 Yrs)

Description

We are looking for a talented **Sales & Marketing Executive** to undertake marketing projects for the benefit of our company. You will work to promote our business that can make a difference for our company's success according to trends and customer requirements.

The ideal candidate will be passionate about the "art" of marketing and will have an abundance of ideas for building efficient strategies. He/she must bring forth a strong arsenal of techniques and methods to promote our services and public image.

The goal is to reach out to the market and cultivate the customer's interest in our services in ways that strengthen our reputation and facilitate our continuous growth.

Responsibilities

- Engages in superior customer service by making information readily available
- Persists in sales even in the face of failure
- Demonstrates services as deemed necessary by clients and management
- Schedules appointments and meetings as necessary
- Answers questions from clients
- Makes service knowledge readily available to self and other salespeople through various resources
- Finds ways to sell services in the face of a down market
- Researches client base to find new types of customers and sells to them accordingly
- Creates a plan for gaining customers and then retaining them based on warranties or guarantees
- Analyzes and creates a plan for engaging the target market
- Analyzes the competition to create a plan for engagement
- Makes service appeal to the target market
- Trains other salespeople in the art of selling
- Makes sure that all salespeople meet quota during a given period
- Sets up booths at trade shows and demonstrates the quality or uses of a service
- Demonstrates superior time management skills and meets sales deadlines

Skills

- Should have good Geographical Knowledge of his local area.
- Excellent Communication & Interpersonal skills
- Ability to work towards targets (goal orientation)
- A good team player & Self-motivated
- Good organization and planning skills
- Creativity and writing skills
- Commercial awareness
- Numerical skills
- IT skills

Industry

IT

Job Location

Jaipur

Valid through

January 31, 2020

Employment Type

Full Time

Working Hours

10AM – 7PM

Base Salary

Rs 100000 - Rs 360000

Date posted

July 6, 2019

Qualifications

- Must be Graduate/ MBA-Marketing