



<https://maritimebuilders.in/job/sales-executive/>

Sales Executive

Description

We are seeking a motivated and results-driven Sales Executive to join our expanding team. The ideal candidate will be responsible for generating new business, managing client relationships, and achieving sales targets. As a Sales Executive, you will play a key role in our growth strategy, working closely with our sales and marketing teams to drive revenue and build strong customer connections

Responsibilities

- Develop and implement effective sales strategies to achieve company targets.
- Identify and prospect new business opportunities through research, networking, and lead generation.
- Build and maintain strong relationships with existing and potential clients.
- Present and promote [products/services] to clients, highlighting their benefits and unique selling points.
- Conduct sales presentations, product demonstrations, and negotiations with prospective clients.
- Collaborate with the marketing team to create and execute campaigns and promotional activities.
- Prepare and deliver accurate sales forecasts and reports.
- Address client inquiries, resolve issues, and provide exceptional customer service throughout the sales process.
- Stay updated on industry trends, market conditions, and competitors to identify opportunities and challenges.

Qualifications

- Proven experience as a Sales Executive or similar role in relevant industry.
- Excellent communication, negotiation, and presentation skills.
- Strong interpersonal skills with the ability to build and maintain relationships.
- Goal-oriented with a track record of meeting or exceeding sales targets.
- Proficient in using CRM software and other sales tools.
- Ability to work independently and as part of a team.
- Bachelor's degree in Business, Marketing, or a related field

Hiring organization

Maritime Builders

Employment Type

Full-time

Beginning of employment

Immediate

Job Location

Kochi, India

Working Hours

9:00 AM – 6:00

Date posted

September 10, 2024