

ShopOwner POS

Sales Executive – Job Description

Position Overview: This position requires managing of sales of the company's products and solutions in within an assigned geographic area, 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

Education and Experience:

- Any Degree. MBA in Sales and Marketing would be an advantage
- 3-5 years of experience in selling and managing in a direct selling environment
- We look for expertise in a person than his/her experience. If you believe you have the expertise for the role, go ahead and apply
- Experience in hospitality industry with demo handling skills (or solution/concept) is most desired
- We are open for the candidates from any industry with strong Solution selling skills. If you are from Software Product/Software Solution/Business Automation Solutions/ Retail Solutions/ POS hardware will be an added advantage
- Experience in developing sales strategies

Qualification:

- Local language proficiency
- A well-developed sense of the industry and market trends in a given region
- Very strong technical background. Problem-solving and analytical skills to interpret sales performance and market trend information. Excellent oral and written communication skills.
- Should have experience working on CRM for internal audits and should have the ability to follow internal processes laid by the organization

Roles and Responsibilities:

- The key role of this position is to maintain and grow the business, focus on new business opportunities in assigned region
- Experience in channel management like appointing, training and supporting them in the assigned region
- Developing and executing a sales plan that supports short and long term goals of the company
- Lead or pipeline management - Daily, weekly and monthly plan and status updates
- Meeting prospects and understanding requirements
- Qualifying prospects, demo on our products and solutions to the clients
- Proposal preparation, Negotiation and closure. Payment collection
- Coordinating with Product Delivery team for software installation/training
- Support Marketing promotion and Customer Relationship Management (CRM)

Contact Us:

Send your resume and other relevant information to careers@datamattic.com.