

AREA SALES EXECUTIVE

Responsibilities

1. Sales generation: Achieve monthly sales targets through proactive selling and effective negotiation.
1. Prospecting: Identify and target potential clients through market research, networking and cold calling.
1. Relationship management: Build and maintain strong relationships with existing clients to ensure customer satisfaction and retention.
1. Product knowledge: Stay informed about the company's products and services to effectively communicate their value propositions to clients.
1. Sales reporting: Provide regular reports on sales activities, achievements, and challenges to the sales manager.
1. Collecting outstanding payments.
2. Market analysis: Monitoring industry trends, competitor activities, and customer feedback to identify opportunities for growth.
3. Travel throughout the region given and take orders.

Qualifications

Candidate profile:

1. Experience: 5+ years.
2. Education: Not necessary.
3. Experience in the garment industry.
4. Fluency in regional languages.

Skills:

1. Customer management.
2. Interpersonal skills.
3. Strong communication.

Salary: Rs. 25,000 to Rs. 35,000

Hiring organization

Pulse HRM

Employment Type

Full-time

Job Location

Chennai

Date posted

October 25, 2024

Valid through

29.11.2024