



PR/108825 | Sales Representative- Pune

Job Information

Recruiter

JAC Recruitment India

Job ID

1509353

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:37

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Details of the requirement

1. **Prospecting and Lead Generation:** Identifying potential business customers and generating leads through various channels such as cold calling, networking, referrals, and online research.
2. **Building and Managing Relationships:** Establishing and nurturing relationships with key decision-makers and stakeholders within target companies. This involves understanding their needs, challenges, and goals, and positioning your products or services as solutions.
3. **Conducting Sales Presentations:** Delivering compelling sales presentations and demonstrations to showcase the value and benefits of your products or services. This includes addressing customer concerns, objections, and negotiating terms and pricing.
4. **Closing Deals:** Working towards achieving sales targets by effectively managing the sales pipeline, following up on leads, and closing deals. This involves negotiating contracts, terms, and conditions, and ensuring customer satisfaction throughout the sales process.
5. **Account Management:** Managing and growing existing customer accounts by providing exceptional customer service, addressing their needs, and identifying upselling or cross-selling opportunities.
6. **Market Research and Analysis:** Staying updated on industry trends, competitor activities, and market dynamics to identify new business opportunities and develop effective sales strategies.
7. **Collaboration with Internal Teams:** Collaborating with marketing, product development, and customer support teams to

align sales efforts, gather customer feedback, and ensure a seamless customer experience.

8. Sales Reporting and Forecasting: Maintaining accurate sales records, preparing sales reports, and providing regular updates on sales activities, pipeline, and forecasts to management."

Company Description