



PR/108950 | Sales Executive Chennai

Job Information

Recruiter

JAC Recruitment India

Job ID

1515408

Industry

Software

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

January 14th, 2025 10:30

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

Location: Chennai,

Position: Sales Executive

Job Description

- Maintain the existing business and approach potential clients
- Regular meeting and follow up with customers.

- Determining customer's business requirements and evaluating whether the solution being considered is suitable.
- Translate customer's needs to effective engineering action items.
To ensure the service commitments are fulfilled & customer's expectations are met.
- Answering any technical questions, the customer might have.
- Presenting your findings to the technical team to act on, and then to the customer.
- Handle ad-hoc duties as and when required.
- Prepares reports by collecting, analyzing and summarizing information.
- Maintains quality service by establishing and enforcing organization standards
- Contributes to team effort by accomplishing related results as needed.
- Regular reporting to the management on the progress of day-to-day activities.

Qualification Requirements

- Bachelor or above degree, preferable B. Tech or other technical qualification. MBA will be an added advantage.
- Certifications, preferably CCNA, MCSE.
- Knowledge of Networking, Server Management, Database Administration, Application Deployment, Cloud services
- At least 4-5 years sales experiences with IT company (preferably, Japanese ICT company)
- Experience in B2B sales, Account Management, Channel Management.
- Excellent command of English and Japanese, both, written and spoken.

Skills Required

- Good presentation & negotiation skills.
- Ability to draft proposals and quotations.
- Ability to work in team with minimum supervision.
- Good time management skills.
- Passion for learning new technologies.

Company Description