



PR/108825 | Sales Representative- Pune

募集職種

人材紹介会社

ジェイエイシーリクルートメントインド

求人ID

1513767

業種

その他（メーカー）

雇用形態

正社員

勤務地

インド

給与

経験考慮の上、応相談

更新日

2024年12月24日 13:13

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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."

会社説明