



PR/108950 | Sales Executive Chennai

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

1515408

業種

ソフトウェア

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

2025年02月11日 05:00

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

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.

会社説明