Star Technologies

https://star-technologies.co.in/job/sales-and-service-engineer-4/

Sales and Service Engineer

Description
Identifying potential Corporate clients in Gujarat Region, for sales pitching in business, Development. Knowledge about fiber optics would be an added advantage. Living Preferably in Ahmedabad.

Responsibilities

- Follow up calls with potential clients and generating revenues
- Responsible for meeting the sales target
- Preparing monthly budget
- Increase sales volume within their assigned region
- Developing new business opportunities, ensuring customer needs are met satisfactorily
- Keeps the Sales Head updated on their assigned area
- Visit local markets and retailers.
- Maintain and build strong bond with retailer for sustainable growth.
- Initiate the Demonstration of the Machines/Products and Service Requirements
- Reviewing sales performance in respect to growth
- Keep the Management updated with the Business trend and growth of the Branch
- Supervisory Skills to monitor the other staff and logistics of the Branch
- Map Corporate clients for Telecommunication related requirements.
- Proactively get business from existing clients

Skills

- Excellent Communication and Negotiation Skills
- Professional and Confident Appearance
- Result-oriented, open-minded way of thinking
- Proactive and energetic task approach
- Fluency in English, Hindi and Gujarati required
- Proficiency in Computer skills
- Confident and Convincing

Hiring organization
Star Informatics Pvt. Ltd.

Job Location
Ahmedabad, Gujurat, India

Date posted
April 24, 2020

Education
Graduation from a recognized University.

Experience
Minimum 3 years experience in Sales or Business Development.