

Field sales Executive for Chennai

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Company: Discreet Solution Pvt. Ltd.

Location: India

Category: other-general

Job Description

This is a remote position.

Discreet Solutions Pvt Ltd, under Brand names Onetouch & Coalesce deals into products such as Video Door phones, POE Switches, Alarm sensors/kits, IP phones etc. We have ongoing projects through our channel partners all over India.

Job Responsibilities : 1. Will be responsible for managing project/ Channel Sales Cold Calling / Customer management / Business Generation.

2. Will be responsible for the business growth as per the vision of the company.

3. Identify /develop and nurture business partners through frequent visits and training.

4. Demonstration at the client's place for product briefing.

5. Initiating and developing relationships with target organizations for business development.

6. Creating strong brand awareness in the market, thus increasing the sales/volumes and Revenues at the same time.

7. Analyzing business potential and implementing plans for attaining sales targets, supplementing turnover, and achieving the desired targets.

8. To acquire more and more new relevant business partners.

9. To have proper daily reporting in excel/CRM to the Management for the internal as well as external activities for the assessment of their own performance

Requirements

Requirements & Qualifications :

1. Strong Interpersonal and Presentation skills.
2. Confident speaker and ability to engage key decision makers (CXO level) will be the key quality sought in candidates.
3. Candidates with proven work experience in Channel sales for products like CCTV, Video Door Phone, Access Door Control, etc (preferred).
4. Must have 2 wheeler.
5. Carry a comfortable back pack of demo kit for demonstration weighing up to 3 kg.
6. Graduate/MBA (Sales and Marketing would be preferred) with 1-3 years experience

Location : Chennai

Work mode : Hybrid (Remote)

Requirements

- 1) Excellent Knowledge Of MS Office, Excel, Email
 - 2) Interpersonal competences and presentation skills.
 - 3) Must Be Proactive Self Motivator.
- Languages : Hindi, English, Tamil
Qualification : Graduate required Experience : 1-3yrs minimum

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