

Sales Executive

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Company: Anugraha Agencies

Location: bangalore

Category: other-general

Company Overview:We are a leading dealership for a printer company committed to delivering innovative printing solutions to businesses of all sizes. With a focus on quality, reliability, and customer satisfaction, we strive to empower organisations to achieve their printing goals efficiently and cost-effectively. As we continue to expand our market presence, we are seeking a dynamic and results-driven Sales Executive to join our team.

Position Overview:As a Sales Executive, you will play a pivotal role in driving revenue growth and expanding our customer base. You will be responsible for identifying new business opportunities, cultivating relationships with potential clients, and providing tailored printing solutions to meet their specific needs. With a strong understanding of our products and services, you will serve as a trusted advisor to clients, offering guidance and expertise to help them optimise their printing operations.

Key Responsibilities:Develop and execute a strategic sales plan to achieve sales targets and objectives. Identify and prospect new business opportunities through cold calling, networking, and lead generation activities. Build and maintain strong relationships with existing and prospective clients. Conduct product demonstrations and presentations to showcase the features and benefits of our printing solutions. Collaborate with cross-functional teams, including marketing and product development, to ensure alignment in messaging and strategy. Prepare proposals, negotiate contracts, and close sales deals in a timely manner. Provide exceptional customer service and support throughout the sales process and beyond, ensuring client satisfaction and retention. Stay informed about industry trends, competitive offerings, and market developments to identify new opportunities for growth. Travel extensively, spending over 50% of your time in the

field to meet with clients and prospects. Qualifications: 1-3 years relevant experience in a similar field. Diploma / Bachelor's degree in Business Administration, Marketing, or related field. Proven track record of success in B2B sales, preferably in the reseller. Strong communication, negotiation, and interpersonal skills. Ability to effectively manage a sales pipeline and prioritize tasks to meet deadlines. Self-motivated, with a proactive approach to identifying and pursuing opportunities. Knowledge of printing technologies and solutions is a plus. Proficiency in CRM software and Microsoft Office Suite. Valid driver's license and willingness to travel as needed. Benefits: Competitive salary and commission structure. Comprehensive benefits package, including health insurance and retirement savings plan. Opportunities for professional development and advancement. Collaborative and supportive work environment.

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