Sales Executive || Pune || Fresher/Experienced

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Company: ZMTechnologies

Location: Pune

Category: Other-General

Ability to generate new relationships with decision makers in organizations. Identifying and developing new business through networking and courtesy and follow-up calls. Ability to build a pipeline and execute on each phase of thesalesprocess.

Accurately forecast the business on a consistent basis. Need to be self-motivated and aggressive in achieving targets. Act as a trusted advisor to prospects and clients, demonstrating ability to build long term sustainable clients.

Identifying NewSalesLeads via Direct Customer Engagement - Qualifying the per-generated leads over the call/Email - Speaking with decision-makers & explaining the product/service Closingsalesand working with the client through the closing process - Building business relationships with current and potential clients Requirements Fresher can apply The candidate must have knowledge of Networking Products, cloud, storage, software Excellent english communication Understanding the requirement of B2B (end to end) customers & demonstrating the services along with value proposition- Cold calling, making multiple outbound calls to potential clients & meeting reporting deadlines Flexible for travelling.

Location: Kharadi

Any graduate or undergraduate

0-1 year

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(end to end) customers & demonstrating the services along with value proposition- Cold calling, making multiple outbound calls to potential clients & meeting reporting deadlines Flexible for travelling. Location: Kharadi

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