

Sales Representative (Outbound)

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Company: SnaPhunt

Location: India

Category: other-general

The Offer

Fantastic work culture

Attractive Salary & Benefits

Opportunity to make a positive impact

The Job

Your responsibilities will include:

Outbound Calling: Initiate and conduct outbound calls to cold leads to introduce Scientific Equipment Source Inc.'s products and services.

Product Knowledge: Demonstrate a deep understanding of our product portfolio, staying updated on the latest industry trends, and effectively communicate the features and benefits of our scientific equipment.

Relationship Building: Build and maintain strong relationships with potential clients by understanding their unique needs and positioning our solutions as essential tools for their success.

Sales Pitch: Develop and deliver compelling sales pitches that highlight the value proposition of Scientific Equipment Source Inc., addressing the specific needs of each client.

Lead Qualification: Qualify leads based on their requirements, budget constraints, and purchasing timelines to ensure effective use of time and resources.

Sales Targets: Meet and exceed monthly and quarterly sales targets to contribute to the overall growth and success of the company.

Customer Feedback: Gather and relay customer feedback to the product development and marketing teams, contributing to continuous improvement and product enhancement.

The Profile

Qualifications:

Bachelor's degree in a relevant field (science, engineering, business, etc.) preferred.

Proven experience in outbound sales, preferably in the scientific equipment industry.

Excellent communication and interpersonal skills.

Strong organizational and time-management abilities.

Ability to understand and articulate technical details of scientific equipment.

Goal-oriented mindset with a track record of meeting or exceeding sales targets.

The Employer

Our client is a leading provider of cutting-edge laboratory equipment, committed to delivering innovative and affordable solutions.

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