

# SENIOR SALES EXECUTIVE

Anywhere in India 

**JOB LOCATION**

## Job Details

**Salary**  - Negotiable

**Job Type**  - Full time, Permanent.

**Experience**  - 7+ years

## Job Description

*We are looking for a highly enthusiastic, energetic and dynamic personality who will be ready to take the new projects while excelling the existing ones.*

*This is the position of senior sales executive, so the candidate need to show the leadership, management, creative, analytical and research skills along with the required sales executive skills.*

*The role of senior sales executive is challenging as well as desirable for the personalities who know how to use their communicative, representative and analytical skills to win the will of the person sitting next to them. So, we are also in the search of such personalities.*

*So, if you think you are a perfect fit for this job profile then feel free to contact us and apply for the position right now.*

*Read carefully the essential qualifications, Summary and Roles and Responsibilities of the required job profile.*

## Job Role Summary

*Handling Corporate Sales, Govt. Sales, Renewals, and Follow-ups with clients, payment follow-ups, arranging meetings for Area Sales Manager.*

*Planning of site visit of Area Sales Manager/ Executive.*

*Showing professional and personal coordination with Sales Team.*

*Taking feedbacks and updates from Field Sales Team.*

*Handling Client escalations.*

## Job Roles and Responsibilities

*Managing both our existing sales pipeline and developing new business sales opportunities.*

*Identify the trends and customer/market needs, building a short/medium/long-term sales pipeline in accordance with the targets.*

*Generate new leads, identify and contact the decision makers, screen potential business sales opportunities, select deals and opportunities in line of our business sales needs.*

*Maintain and share professional knowledge with the brand contacts established.*

*Derive sales and distribution structure.*

*Generate business sales through visiting the clients personally from time to time to convert them into regular consumer.*

*Appointing and managing the distributors and resellers right from their appointment to the ongoing coordination, business relationship and sales performance.*

*Coordination and timely payment from the clients.*

*Maintaining long lasting relationships with the clients.*

**Essential Qualification** > - *Must be a University Graduate.*

### **Required Skills** >

- ✓ | Fluent English (Verbal and Written)
- ✓ | Marketing Skills
- ✓ | Interpersonal Skill
- ✓ | Multi-Tasking
- ✓ | Problem Solving
- ✓ | Excellent Communication Skills

**Perks and Benefits** > - *Fixed Salary / Flexible Shift / Incentives*

### **About Company** >

*SystMade® is a multinational organization with its headquarters in USA. SystMade® is a dedicated digital security software organization that strives to build a safer digital environment in the world with its best security products and services. SystMade's® product "SystMade® Internet Security" and "SystMade® Total Security" protects consumer's computer from unwanted threats and viruses, including malwares & spywares that can affect computer files and data.*

