

JOB DESCRIPTION – FIELD SALES EXECUTIVE

COMPANY NAME – JAGDAMBA JEWELLERS AND PEARLS

COMPANY WEBSITE - <https://www.jagdamba.com/>

Objective - 1. To Generate Leads through Meetings

2. To convert Leads from various Sources

3. To expand client coverage Area

4. Getting repeat business from old clients as well as acquire new clients

Key Activities –

1. Generate Leads from cold calling, networking & other sources.

2. Daily Meeting With prospective Clients

3. Follow up on the Leads Generated

4. Present & promote products to existing and prospective customers

5. Develop and maintain customer relationships

6. Establish customer rapport to sell the right products and services.

7. Develop key client relationships, negotiating and closing deals.

8. Create sales proposals that are accurate and complete

9. Become an expert of your market area, know the customer needs.

10. Help set aggressive sales plans, propose expansions.

Skills Required (Job Specific) –

1. Domain Experience

2. Language Proficiency

3. Knowledge of MS Office (Word, Excel)

4. Experience with CRM software

5. Comfortable in delivering presentations.

6. Communication Skills

7. Team Player

8. Confident & Soft-Spoken

9. Attractive Personality

10. Great Follow up Skills

11. Skilled in negotiation and dealing with complaints

12. Persistent and results-oriented
13. Patient and able to handle customer rejection

Education – Graduation, MBA will be preferred

Experience - 1-2 years of experience in the same field is desirable

Job Location – Hyderabad

Age – 25 to 35

Gender – Male

Salary Range – 15,000 to 25,000 Rupees per month + Cash Incentives

Important Note –

1. Candidate should know Telugu, English, and Hindi Language
2. Own Vehicle is a must, will provide travel allowances
3. He should know about navigation through google maps