



Executive – Sales

Department: Enterprise Business

Location: Chennai

Designation: Executive/ Sr. Executive

Purpose of the Role

Responsible for meeting sales target through the Assigned Projects, Geographical and overall account management of the acquired clients

Reports To: Deputy Manager – Enterprise Business

Qualification: Any Graduate or Equivalent

Experience:

- Should have min 2-3 years' experience in Direct sales /Institutional sales/EB Sales
- Should have the ability to interact with high profile clients.
- Should be able to work on multiple projects at any given point of time
- Strong communication and interpersonal skills

Key Result Area

Role is responsible for acquiring new clients for business growth with clear focus on Revenue enhancement.

Role Description

- Responsible to Sell Telecom solutions / Services to targeted customers in the assigned Territory
- Generating Own leads by way of weekly activities in B2B Segment.
- Submitting Daily call reports to Reporting Manager.
- Expertise in Telecom Sales/ Solution Selling/ Telecom Products/ ERP solution sales
- Make sure the brand visibility across all the assigned projects
- Coordinating with cross-functional teams to resolve the acquired customer issue, provide faster resolutions and driving CSAT.