

Sales Executive

Job Title: Sales Executive

Location: Los Angeles, CA

Company: Innovative Sales Solutions

Job Description: Innovative Sales Solutions is looking for a dynamic Sales Executive to join our team. The ideal candidate will have a proven track record in sales and the ability to drive business growth. You will be responsible for identifying new business opportunities, building client relationships, and meeting sales targets.

Responsibilities:

- Identify and pursue new business opportunities through networking and lead generation.
- Build and maintain strong relationships with existing and potential clients.
- Present and demonstrate products or services to clients.
- Negotiate and close sales deals to meet or exceed sales targets.
- Prepare sales reports and forecasts for management.
- Stay updated with industry trends and market conditions.

Requirements:

- Bachelor's degree in Business, Marketing, or a related field.
- At least 2 years of experience in sales or business development.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.
- Strong organizational and time-management abilities.

Preferred Qualifications:

- Experience in B2B sales.
- Knowledge of CRM software (Salesforce, HubSpot).
- Understanding of the sales process and sales techniques.