



Job Profile - Sales Executive – India

Job Description

We are looking for a competitive and trustworthy **Sales Executive** to help us build up our business activities.

Sales Executive responsibilities include discovering and pursuing new sales prospects, negotiating deals, and maintaining customer satisfaction. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email and phone, we'd like to meet you.

Ultimately, you'll help us meet and surpass business expectations and contribute to our company's rapid and sustainable growth.

Responsibilities

- Meeting monthly, quarterly, annual quota for sales
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their needs and challenges
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Negotiate/close deals and handle objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

Background

- Experience in the social media messaging / SMS industry / Call Center Solution sales / CRM Solution sales industry is a bonus
- Should have developed insights on Customer Support, Customer acquisition and Customer engagement
- Should have a passion for sales with a strong successful track record
- MBA in Marketing / General Business are preferred

Reach out to us at hr@meherly.com with your CV to take the next steps.