



Please tell me something about your work experience as a Sales Executive.

I have been involved in wide range of organizational responsibilities and conducting meetings with C- Level executives. I have strategically managed territories and have increased area revenue considerable in a short time. I train, motivate and assist reps. I also believe in being proactive and take on additional responsibilities as required. I often solve problems for clients whenever any grievance is expressed.



Tell me about a recent challenge you faced as a sales executive and how were you able to handle it?

At Konica Minolta, we have to keep customizing large order for printers and imaging services. And there is no room for error or delay. It is challenging to promise customization with imaging services. We had a client that needed to customize on color palette prints pertaining to their industry brand. This was basically asking for significant customization. However, I went ahead and convinced the client of delivering the product and got bulk orders. I then had the challenge to convince our team that this is the right step to do. It is challenging, but ultimately fruitful to take it up.



You have mentioned about meeting and communicating with C-Level executives and strategizing with leadership. Tell me more about the challenges and achievement in handling this.

My work involves meeting CEOs and Chief Experience Officers. I have to sell my product in a short, high stakes meeting, and I won't get a second go at it. This is challenging. I have to keep my cool nevertheless and make my point. I believing in getting really well prepared and doing thorough research. I do a thorough study about the company, the industry, the company strategy over consistent period, and then I prepare my pitch. You see all this has to come across in your pitch. It is the thing to go for.. I have to catch hold of the nerve and I tell myself that winning the CEO is a step closer to winning the order.



How do you balance demands from multiple stakeholders?

All too often there is collision between stakeholder needs. This is an ongoing challenge and it surfaces in different forms each time. I have to keep all the interests and perspectives in focus. I handle it by concentrating all business needs around the client stakes and requirements. This way I rally all stakeholders to a balance. Of course, there is tact and a way of speaking, and I do well with it. You see what I have seen in all my time is that the key is to make each person feel as though they have been treated as the most important stakeholder. You can then focus on the main business. It goes all right.

