



## OPPO Mobiles India Pvt. Ltd

### Job Description

**Department**

Sales

**Role**

Management Trainee

#### Key Responsibilities:

(The roles and responsibilities outlined are indicative and may be subject to change)

- **Customer Engagement (6 month minimum)**  
Engage with customers across various channels, understand their needs, and offer expert recommendations on mobile products and services. Share insights and best practices.
- **Product Demonstration (6 month minimum)**  
Showcase mobile device features, highlight key selling points, and create best practice case studies.
- **Relationship Building:**  
Build rapport, deepen client relations, stay updated on market trends, and report retention strategies.
- **Sales Target Achievement:**  
Meet sales targets, identify upselling opportunities, track performance metrics, expand sales channels, and manage retail image.
- **Learning & Development:**  
Stay updated on mobile tech, participate in training, and share insights to foster team improvement.

#### Education Qualification:

- MBA in Marketing or related field

#### Other Skills:

- Strong understanding of sales methodologies, techniques, and best practices.
- Demonstrated ability to inspire and motivate sales professionals.
- Proficiency in using Power Point & Excel.
- Detail-oriented and time management skills.
- Analytical mindset with the ability to use data to make informed decisions.