



<https://govhelp.in/job/tata-sky-recruitment-2023-all-india-jobs-b2b-sales-specialist-post/>

## Tata Sky Recruitment 2023 – All India Jobs – B2B Sales Specialist Post

**Hiring organization**  
Tata Sky

### Job Location

India  
Remote work from: Brazil

**Date posted**  
June 3, 2023

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**Valid through**  
31.12.2023

### Base Salary

USD. 10,500 - USD. 16,000

APPLY NOW

### Qualifications

12th Pass, Graduate.

### Employment Type

Full-time

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### Description

## Tata Sky Recruitment 2023

Tata Sky, a leading direct-to-home (DTH) television service provider, is seeking a skilled and enthusiastic B2B Sales Specialist to join their team. As a B2B Sales Specialist at Tata Sky, you will be responsible for driving business growth by establishing and maintaining strong relationships with corporate clients. This is an exciting opportunity for individuals with a passion for sales, excellent communication skills, and a desire to excel in a dynamic and competitive industry.

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Tata Sky Jobs Near Me

### Responsibilities:

1. Business Development: Identify potential B2B customers and develop strategies to acquire new clients. Generate leads through various channels, including cold calling, networking, and referrals. Conduct thorough market research to understand customer needs, preferences, and industry trends. Present Tata Sky's products and services to prospective clients and showcase their value proposition.
2. Relationship Management: Build and maintain strong relationships with corporate clients. Understand their business requirements and provide tailored solutions to meet their needs. Act as a trusted advisor, providing expert guidance and support to clients throughout the sales process. Develop and execute account management plans to ensure client

satisfaction and retention.

3. **Sales Target Achievement:** Set ambitious sales targets and work towards achieving them. Develop and implement effective sales strategies, tactics, and action plans. Monitor sales performance, track progress against targets, and analyze sales data to identify areas for improvement. Continuously update knowledge of Tata Sky's offerings and competitor landscape to effectively position the company's products and services.
4. **Negotiation and Closing:** Negotiate contract terms, pricing, and discounts with clients to secure profitable deals. Overcome objections and address client concerns to facilitate successful deal closures. Prepare and deliver persuasive sales presentations and proposals. Ensure timely and accurate documentation of sales activities, contracts, and customer interactions.
5. **Collaboration and Reporting:** Collaborate with internal teams, including marketing, customer service, and technical support, to ensure seamless delivery of services to clients. Provide regular reports on sales activities, pipelines, and achievements to the management team. Share insights and market feedback to contribute to product enhancements and business strategies.

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#### **Tata Sky Careers**

#### **Qualifications:**

- Bachelor's degree in Business Administration, Marketing, or a related field.
- Proven track record in B2B sales, preferably in the telecommunications or media industry.
- Strong sales and negotiation skills with a focus on customer satisfaction and revenue growth.
- Excellent communication and presentation skills, both verbal and written.
- Ability to build and maintain relationships with key stakeholders at various levels.
- Self-motivated and target-driven, with a proactive and result-oriented approach.
- Good understanding of B2B sales processes, market dynamics, and competitor landscape.
- Proficiency in using CRM software and sales productivity tools.
- Ability to work independently as well as in a team environment.
- Flexibility to travel as per business requirements.

#### **Important Links**

**Find the Link in [Apply Now](#) Button**

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