



<https://govhelp.in/job/zebronics-recruitment-2023-fast-job-field-sales-executive-post/>

Zebronics Jobs 2023 – Fast Job – Field Sales Executive Post

Job Location

India
Remote work from: Brazil

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Base Salary

USD. 12,000 - USD. 17,500

Qualifications

12th Pass, Graduation.

Employment Type

Full-time

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Description

Zebronics Recruitment 2023

As a Field Sales Executive, your primary responsibility will be to drive sales and revenue growth by acquiring new customers and maintaining relationships with existing clients. You will play a crucial role in prospecting, presenting products or services, negotiating contracts, and achieving sales targets. Your strong communication skills, customer-oriented mindset, and ability to work independently will be essential for success in this role.

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Zebronics Jobs Near Me

Responsibilities:

1. Sales Acquisition and Prospecting:

- Identify and target potential customers in the assigned territory or market segment.
- Conduct market research to understand customer needs, preferences, and competitor activities.
- Generate leads through various channels, such as cold calling, networking, and referrals.
- Schedule and conduct face-to-face meetings with prospects to present products or services.
- Build and maintain a strong sales pipeline to achieve sales targets.

2. Relationship Management:

Hiring organization

Zebronics

Date posted

May 26, 2023

Valid through

31.12.2023

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- Develop and maintain relationships with existing clients, ensuring customer satisfaction and loyalty.
- Conduct regular client visits to understand their evolving needs and provide personalized solutions.
- Address client inquiries, concerns, and requests in a timely and professional manner.
- Upsell or cross-sell additional products or services based on customer needs and preferences.

3. Sales Presentations and Demonstrations:

- Prepare and deliver compelling sales presentations and demonstrations to prospects and clients.
- Highlight the unique features, advantages, and benefits of the products or services.
- Customize presentations to address specific customer needs and pain points.
- Respond to customer questions, objections, and concerns effectively.

4. Sales Negotiation and Closing:

- Negotiate contracts, pricing, and terms of sale to reach mutually beneficial agreements.
- Overcome objections and address customer concerns to facilitate the sales process.
- Prepare and submit sales proposals or quotations in line with customer requirements.
- Follow up on sales opportunities and close deals to achieve sales targets.

5. Sales Reporting and Forecasting:

- Track and report on sales activities, including pipeline status, sales revenue, and achievements.
- Utilize CRM systems or sales tools to manage customer interactions, track progress, and forecast sales.
- Provide accurate and timely sales reports, forecasts, and market feedback to sales management.

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Zebronic Careers

Qualifications:

- Bachelor's degree in communications, journalism, marketing
- minimum of 5 years of experience developing and executing marketing

communications programs

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

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