



JOB TITLE - SALES EXECUTIVE

2 OPENINGS FOR CANDIDATES IN GOA, INDIA

Location – Goa, India.

Role – Sales Executive/Engineer, Project Sales Engineer

Summary – Sales Executive will be responsible for creating mutually advantageous relationships with organizations and prospects to build and maintain corporate sales accounts.

Qualification

- a) Electrical Engineer with 1-2 years of experience in sales in the Solar Industry (is preferred) or any other industry.
- b) Graduation in any stream with 1-2 years of experience in sales.
- c) Specialised education or experience in Marketing/Sales is preferred.
- d) Also must know how to use Microsoft Office and email ethics, motivated to use the Internet intelligently.

CTC – INR 2,40,000 – INR 3,00,000 (negotiable if the candidate is good) + mobile bill reimbursement + traveling allowances + incentives (depending upon the project, the incentive package will be decided)

Job Role

- a) Develop, build, and manage a client base of Corporate, Industries, Trusts, Educational Entities, and Societies.
- b) Responsible for the sales and development of new potential business for solar power projects.
- c) Generate inquiries and references, and explore new opportunities in the assigned region.
- d) Generate inquiries through cold calling and on-field sales.
- e) Meeting with Corporate clients to understand his requirement and present suitable solar power solutions.
- f) Offer clients a product or service that best satisfies their needs in terms of technical specification, quality, price, and delivery.
- g) To gather market information/trends/requirements of customers and provide input to Management. Carry out sales & marketing activities, prepare sales plans, strategize, and manage the pipeline.

- h) Responsible to meet the functional and technical requirements of customers' RFPs (Request for Participation).
- i) Ability to drive business expansion through aggressive sales initiatives that deliver revenue growth.
- ii) Yearly produce the Company's Strategic Sales Plan and head the implementation throughout each Quarter.
- iii) Attend and actively contribute to Sales meetings to keep colleagues informed about customers and your product range.

Key Skills Required

- a) Excellent communication, interpersonal, team management, decision-making, leadership skills, and negotiation skills.
- b) Analytical, and strategic mindset, and good presentation skills.
- c) Having knowledge of site evaluation and electrical, electronic engineering, good academic record with zeal to learn new concepts quickly and apply innovative ideas to achieve the best results.
- d) Should be dependable, self-motivated, and display a sense of responsibility.
- e) Must quickly align herself to the organization's objectives & values.
- f) Must possess the problem-solving ability.
- g) Candidates who are ready to build a career with a long term commitment towards the organization to operate in a dynamic product market.
- h) Perform other duties as necessary to ensure sales production quota is achieved to create professional sales proposals

To Apply

Interested candidates can directly send their updated resumes to

careers@deeptaraenterprise.in