

Job description – Sales Executive (Pan INDIA Openings)

Role and Responsibilities:

- Developing a business plan that covers sales, revenue, and achieve planned sales goals.
- Conduct market research to identify selling possibilities and evaluate customer needs
- Set up meetings with potential clients and deliver appropriate presentations on products and services
- Create weekly sales reports, fieldwork reports on a daily basis & status of sales against the submitted monthly plan.
- Negotiate/close deals and handle complaints or any objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share it with internal teams

Requirements:

- 1+ Years of Work Experience
- Bachelor's degree in Chemistry - Required [If Fresher -Must]
- Preferred from Lab and Research Chemicals Domain [Must]
- Proficiency in local language in respective locations as mentioned
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach