

Job Title: **Sales Executive**

Brief:

We're looking for a results-driven sales representative to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost top-line revenue growth, customer acquisition levels and profitability

Responsibilities:

- Establish, develop and maintain positive business and client relationship
- Presenting, promoting and selling the service using solid arguments to existing and prospective clients
- Achieve agreed upon sales targets and outcomes within schedule
- Understand client requirements, propose executional steps and create a smooth sales process
- Adjust content of sales presentation by studying the market and client responses
- Explore new sales leads through business networking
- Negotiate and finalize project terms with the client and rightly communicating them forward to the creative team, thereby becoming a bridge
- Service on-board clients during project execution and post-delivery
- Maintain records and present weekly activity and result report to the Board of Directors
- Recommend changes in sales process and project execution by evaluating results and competitive developments

Skills:

- Customer service and ability to build professional relationships
- Analytical thinker to meet sales goals
- Excellent Negotiation and presentation skills
- Product/service knowledge
- Client relationships
- Self-confidence and good communication skills
- Problem solver
- MS Office
- Startup enthusiast (eager to learn across verticals)

Educational Qualifications: B.E/B.Tech or/and MBA

Years of Experience: 0 -3 years

Location: Mumbai

Commitment: Full-time

To apply, kindly send your complete CV to [contact@merakivr.com](mailto:contact@merakivr.com)