

Hiring organization

Inspurate Business Services

Sales Executive

Description

This exciting role is for one of our new startup companies. We're seeking Sales Executives with the ability to thrive in a fast-paced & dynamic sales environment. Our Sales Executives will be the engine that fuels our aggressive growth plans. As the person responsible for interacting everyday with our clients you will also act as a brand ambassador for our company.

We require highly self motivated people with strong knowledge about the market in Karachi (own transportation preferred) and the confidence to close deals with senior decision makers on a regular basis.

Responsibilities

- Aggressively research, develop, and cultivate leads by using a variety of online and offline sources
- Meet and strive to exceed individual monthly, quarterly, and annual sales goals – we offer HIGH commissions!
- Qualify prospective clients by phone and close deals in-person
- Use consultative sales skills to assess merchant goals, propose a customized solution, and obtain commitment
- Manage relationships with established clients and construct proposals and contracts within selling guidelines to develop and maintain a book of business
- Communicate ongoing contacts and sales activities on a daily basis to the Head Office
- Provide ongoing and up-to-date documentation to the operations team and regularly collaborate strategies

Knowledge, Skills, Abilities

Must be extremely detail oriented with strong attention to follow-through **Strong written and spoken English skills** that demonstrate outside the box thinking

- Communicate effectively in English in both written + verbal form
- Flexible in work functions + duties
- Should be highly presentable
- Ability to manage multiple tasks + meet deadlines
- Good time management skills
- Strong teamwork skills
- PC proficiency + strong skills in MS Office Suite (Outlook, Word, PPT, Excel) essential
- Experience in basic web development and authoring. Must be comfortable working with HTML, CSS, and WordPress which our platforms are built upon.

Industry

Information Technology

Functional Area

Sales & Business Development

Employment Type

Full Time/Permanent

Job Location

C-6-C Saadi Lane 2, Khayaban-e-Jabal, D.H.A. Phase VII, 75500, Karachi, Sindh, Pakistan
Remote work from: Karachi, Sindh, Pakistan

Gender

No Preference

Minimum Education

Bachelors

Career Level

Experienced Professional

Experience

1 Year – 3 Years

Date posted

July 20, 2018