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Senior Sales Executive

Pranath TechnoCraft

Description

The Senior Field Sales Executive is responsible for driving sales growth by managing relationships with key clients, identifying new business opportunities, and executing sales strategies in the field. This role is ideal for someone who enjoys working in the field and engaging directly with clients, particularly in residential apartments, co-working spaces, and IT parks.

Employment Type

Full-time

Date posted

May 28, 2024

Responsibilities

- Build pipeline and maintain long-term relationships with prospects
- Identify new business opportunities to generate opportunities
- Develop annual sales strategy and goals
- Leverage sales tools and resources to identify new sales leads and nurture prospect relationships
- Collaborate with sales leaders

Qualifications

- Bachelor's degree in Business, Marketing, or related field.
- 5-7 years in field sales with a proven sales record.
- Excellent communication, negotiation, and problem-solving skills.
- Strong interest in field sales and willingness to travel extensively.
- Valid driver's license.