

Job Role: BDE
Location: Bangalore
Salary: ₹ 2.4 LPA to ₹ 3.6 LPA
Duration: Full Time
Qualification: Any Degree
Year of Graduation: 2021, 2022 and 2023

Job Responsibilities:

- **Prospecting:** Identify potential clients within the assigned territory and prioritize based on value.
- **Customer Engagement:** Initiate contact via calls, emails, or in-person meetings. Build strong relationships, address customer needs, and provide solutions.
- **Product Expertise:** Deep understanding of company offerings, effectively communicate benefits, and address customer queries persuasively.
- **Sales Presentations:** Deliver engaging presentations to showcase product value.
- **Sales Targets:** Meet or exceed monthly, quarterly, and annual sales goals. Develop strategies to surpass targets.
- **Territory Management:** Efficiently manage sales territory, prioritize visits, and maximize sales opportunities.
- **Reporting:** Maintain accurate sales records and provide regular reports to management.
- **Market Research:** Stay updated on market trends, competitor products, and customer preferences. Provide feedback to the company.
- **Travel:** Prepare for frequent travel within the territory, including overnight stays

Skills:

- Freshers must have knowledge of sales.
- Strong communication and interpersonal skills.
- Excellent negotiation and persuasion abilities.
- Ability to work independently and manage time effectively.
- Familiarity with CRM software and sales tracking tools.
- A valid driver's license and access to a reliable vehicle.
- Willingness to travel extensively within the assigned territory.
- Self-motivated and goal-oriented.

Perks and Benefits:

- Cell phone reimbursement
- Internet reimbursement
- Paid sick time
- Paid time off
- Laptop

- Mobile Phone

Supplemental pay types:

- Commission pay
- Performance bonus
- Yearly bonus