

# Job Description

We are looking for a proactive and experienced Sales Specialist to join our team. The successful candidate will be responsible for generating new business opportunities, developing relationships with potential clients, and ensuring the growth of existing customer accounts. As a key player in our team, you will oversee various marketing initiatives, foster relationships, and meet sales targets to drive company success.

**Locations: Delhi, Mumbai, Kolkata, Bangalore**

## **Key Responsibilities:**

- Contacting potential clients to establish rapport and arrange meetings.
- Planning and overseeing new marketing initiatives.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Developing quotes and proposals for clients.
- Converting leads by initiating appointment.
- Managing and retaining relationships with existing clients
- Diligent follow-ups with inbound leads supported by subsequent email communications.
- Achieve quarterly and annual sales targets.
- Maintain strong MIS of all leads and accounts.

## **Requirements:**

- Should have at least 2-8 yrs. experience in selling hardware/ software/products and solutions offering to customers.
- Should have experience in same IT industry like (laptop, desktop, switch, firewall, antivirus, Wi-Fi, data backup, etc.).