

Job Description

Position	Sales Executive
Division	Enterprise Sales
Reporting	Team Lead, Enterprise Sales
Education	Graduate

KEY RESULT AREAS :

- New Customer Acquisition through prospecting new clients
- Maintain / Manage & Grow Business from the assigned Accounts
- Build & maintain long term Relationship with the Key Decision Makers / CXOs in the allocated Accounts.
- Responsible for periodic achievement of the customer acquisition & revenue targets for the assigned Accounts.
- Keep a track of the clients business initiatives and future plans and analyze its impact on the business
- Identify the opportunities for the new products, services & applications in the existing accounts for additional revenues
- Ensure the timely collection of the payments and adherence to the payment collection / Outstanding systems and procedures as per company policies
- Collect the market intelligence data including environmental, customer & competitor information & initiatives and analyze the same to pre-empt its impact on the business
- Keep a track of the customers changing needs to facilitate the innovation & development of the new customer management processes & systems.
- Responsible for revenue generation from the set of corporates by cross selling and up selling
- Ensure customer satisfaction through coordination with back end support functions viz., customer service, billing and other functions.
- Maximising Wallet Share from the existing accounts .

Skill Set :

- Excellent presentation and communication skills
- Highly self driven ,self motivated and should possess a proactive approach towards the objectives
- Should demonstrate solution centric approach towards problems

