

Job profile

1. Market research to locate potential clients, generate, and develop business.
2. Participate in customer discussions and develop an understanding of the customer's needs and expectations in order to meet or exceed customer requirements and increase sales.
3. Organize visits to prospective customers and development of enquiries for upcoming sales. Implement strategies to increase the sales volume.
4. Reporting - Gather and report market intelligence about customers, competitors and keep management informed by submitting activity and results reports such as daily call reports, weekly work plans, and monthly and annual territory analyses
5. Arrange meetings between buyers and management when details of transactions need to be negotiated.
6. Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.

Skills/Qualifications: Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Self-Confidence, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales, Team Management, Excellent communication & presentation skills, Good inter personal skills, Basic knowledge of English and computers.