

Sales Executives

Duties

- Managing the sales process for new prospects, from initial contact through to closure.
- Proven track-record in Project Sales (IT)
- Formulate business proposals according to customers' business needs.
- Negotiate prices and variations in prices and specifications.
- Manage account management and expansion activities.
- Develop new opportunities and close existing ones.
- Dealing with customer enquiries face to face, over the phone or via email.
- Contacting prospective customers and discussing their requirements.
- Achieving all revenue targets & objectives in line with the Business Plan.
- Developing & maintaining successful business relationships with all prospects.
- Build meaningful relationships within the company and outside.
- Planning and organizing the day to ensure all opportunities are maximized.
- Developing a full understanding of the business marketplace.

Skills

- Can create and deliver convincing arguments to an executive audience
- Ability to manage multiple Clients.
- Ability to evaluate tasks and suggest improvements.
- Experience of closing deals on a consistent basis.
- Ability to prioritize workload; work effectively under pressure and to tight deadlines.
- Ability to present, discuss and propose at a senior level
- Solid understanding of business concepts & dynamics for large national and international corporations.
- Superior time management skills and strong attention to detail.