

Location- Noida, Bhubaneswar
Department- Sales
Designation Assistant Manager
Job Type- Full Time Remote

Job description

Role & responsibilities :

We are looking for a Assistant Manager- Sales for the Noida & Bhubaneswar locations with experience in **B2B Sales** lab equipment and furniture or education industry to join our team. The ideal candidate will create a relationship with the client and maintain the business transaction that resonates with the company's business target.

- Approaching clients through various methods, like cold calling, Participation in **GEM bidding**, email communication, sharing company portfolios, etc.
- Understand client needs and develop plans to address them, Promote high-quality sales, supply and onboard new client.
- Strategize in generating new clients and Identify key requirements of clients to cultivate profitable relationships.
- Promote high-quality sales, supply, and orders with proper product descriptions.
- Negotiate and discuss with the client for closing the deal.
- Collaborating with the internal team to execute the deal with a client.
- Maintaining relationships with existing clients and competitor analysis. Develop and execute strategies to drive business in new and existing markets.

Preferred candidate profile

- 1) Good proficiency in English speaking
- 2) Experience of candidate preferably from Furniture selling background
- 3) Experience in government sales
- 4) Preferably Science and engineering background
- 5) Proficiency in releasing tender on GEM (**Gov. E-Market**) portal(Mandatory)
- 6) Standard computer knowledge and expertise are mandatory
- 7) Experience - Min 3 years in B2B sales of lab equipment, furniture or education industry.
- 8) Knowledge of customer relationship management (CRM) practices and software.