

JOB DESCRIPTION

Position (Job Title) : Sales Executive/Asst Mgr Sales	Reporting To : Sales Head
Department : Sales and marketing	Experience in Years: 3 to 4 yrs.
Location : Delhi	Qualification:

<p>Core Responsibilities: Functional</p>	<ul style="list-style-type: none"> ➤ Hands on Experience in working on Solar products like Solar rooftop, Solar captive power generation ➤ Explore & exploit Government sector for opportunities ➤ Implementation of sales plan in order to archive sales target required by the company through government sales ➤ Identify the departments in which the product can be sold ➤ Concept Selling ➤ Identify and approach the right government official in the department and close the sales deals ➤ Preparation of Product presentation for government officials in the local language ➤ Presenting the organization and product to government officials in the local language ➤ Educating the government officials regarding the technical specification of the product ➤ Identifying the potential for the product in different government departments ➤ Define the strategy to enter in the new territory by understanding the departmental strategy & business Potential of the territory ➤ Identification of tender/order process for that department ➤ Identification of new Tenders in the region ➤ Introduction of New Product in the Government ➤ Participating the tenders in coordination with HO ➤ Build up good relationship with various Government Authorities ➤ Provide Daily, Weekly, Monthly Quarterly data on Target Vs.
<p>Competencies Required (Behavioural attributes expected)</p>	<ul style="list-style-type: none"> ➤ Assertive ➤ Stability ➤ Goal oriented ➤ Team player ➤ Strong communication ➤ Self disciplined
<p>Additional Information: <i>(Please mention information such as required Working in Shifts, Gender, Ready to travel etc.)</i></p>	<p>Male Candidate only</p>