

Job Vacancy Name: Jr. / Sr. Sales Executive

Location: Ahmedabad

Overview:

Join our team as a Sales Executive at Kotak Logisticss (Dept of Kotak Global Tradlinks Pvt Ltd), a leading International Freight Forwarder. We're seeking motivated individuals with excellent communication skills and a passion for sales to drive revenue growth and expand our customer base.

Responsibilities:

- Conduct outbound sales calls to prospective customers to introduce our services and generate leads.
- Qualify leads and identify potential customers' needs and requirements through effective questioning and active listening.
- Present service features and benefits persuasively to potential customers, emphasizing how they address their specific pain points and requirements.
- Build and maintain strong relationships with customers through regular follow-up calls and emails to understand their evolving needs and provide ongoing support.
- Collaborate with the sales team to develop and implement strategies to achieve sales targets and objectives.
- Utilize CRM software to track leads, update customer information, and manage sales pipeline effectively.
- Provide accurate and timely sales reports and forecasts to management to inform decision-making and resource allocation.
- Stay updated on industry trends, market conditions, and competitor activities to identify new sales opportunities and maintain a competitive edge.
- Continuously improve sales skills and product knowledge through training sessions, workshops, and self-directed learning initiatives.
- Represent the company professionally at industry events, trade shows, and networking functions to promote our services and expand our market presence.

Qualifications:

- Fresher / Proven experience in sales or a similar role, preferably in a B2B environment.
- Strong communication, negotiation, and interpersonal skills.
- Ability to build rapport and establish trust with customers quickly.
- Goal-oriented mindset with a demonstrated track record of achieving sales targets.
- Proficiency in using CRM software and sales tools to manage leads and track sales activities.
- Self-motivated with a proactive approach to problem-solving and achieving results.
- Bachelor's degree in Business Administration, Sales, Marketing, or a related field is preferred but not required.

Join our team and play a pivotal role in driving sales growth and customer acquisition for our company. If you're a motivated sales professional looking for a dynamic opportunity, we would love to have you onboard! Apply now on info@kotakloggisticss.com to explore more opportunities. Freshers may apply.