

Job Title

- Sales Expert

Job Goals

- Establishing sales objectives and handle all sales activities in order to fulfill these objectives include preparing promotional materials and handle sales.

Main Duties

- Developing long term sales pipeline to increase company's market share in specialized area.
- understanding customer's diverse, specific business needs and applying product knowledge to meet those needs
- identifying and developing new business through networking and courtesy and follow-up calls
- cold-calling in order to create interest in products and services, generate new business leads and arrange meetings
- Preparing and delivering customer presentations and demonstrations of products, articulately and confidently.
- developing effective sales plans using sales methodology
- meeting sales targets set by managers and contributing to team targets;
- networking with existing customers in order to maintain links and promote additional products and upgrades
- writing proposals, reports and supporting literature
- Contributing to team or progress meetings to update and inform colleagues.

Requirements

- knowledge of products, solution or service offerings as well as competitor's offerings
- Know strengths and weaknesses of key competitors in account and how to leverage this knowledge in the account.
- In-depth knowledge of client's business, organizational structure, business processes and financial structure.
- Demonstrates initiative in successfully driving services sales in accounts - prospecting, negotiating and closing deals
- Excellent project oversight skills.
- Understand and sells complex and high value solutions.
- 2-3 years' experience in the desired specialty.