

Designation : Sales Executive / Senior Sales Executive - Digital Print

Reporting To : G M Sales (Digital Post Press Division)

Location : Jaipur

CTC : 4 - 6 Lakhs per annum CTC plus sales incentives

Job Responsibilities:

- Responsible for the **sales of bookbinding machines (Post Press machines) and Adhesives (Consumables)** to digital print customers in mention location name Rajasthan
- Responsible for end to end completion of sales and payment receivable.
- Mapping potential customers for the Company and developing new customer databases through Market research.
- Make Courtesy Visits to the existing and new customers to maintain a good relationship.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending improvements.
- Understanding the industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Contributes to team effort by accomplishing related results as needed.

Required Skills:

- Excellent Verbal and written communication skills
- Good Negotiation skills, sound knowledge of sales Techniques and strategies
- Ability to build relationship with clients
- Flexibility to adapt to changing market conditions and client needs
- Comfortable in using CRM Software, MS Office and other sales related tools
- Physical fitness to travel extensively
- Ability to handle rejection and bounce back from setbacks.

Education and Experience Requirements:

- Bachelor's degree in Commerce / Diploma in Printing Technology
- 2 years of experience in the field of Selling capital equipments or consumables to the Digital Print **Industry (Customers)**

