

Darwin Platform Group of Companies

Job Description

Job Title : Sales Executive Electric Vehicle
Reporting Line : Sales Manager
Dotted Reporting : Director Sales/CMO

Roles and Responsibilities:

1. Setting up of distribution channel
2. Travelling to various locations for tie-ups if required
3. Forecasting sales, developing “out of the box” sales strategies/models and evaluating their effectiveness
4. Evaluating needs and building productive long lasting relationships with distributors
5. Conducting presentations and product demonstrations
6. Negotiating payment and pricing
7. Following up on leads and referrals
8. Meet personal and team sales targets
9. Research accounts and generate or follow through sales leads
10. Attend meeting, sales events and trainings to keep abreast of the latest developments
11. Report and provide feedback to management using financial statistical data
12. Maintain and expand client database within your assigned territory
13. Tapping SME's and Corporates apart from distributors

Desired Candidate Profile:

1. Must possess a minimum of 2-3 years of experience into sales
2. Expert in handling objection
3. Excellent selling skills
4. Able to train junior staff
5. Punctual, reliable and must have strong communication skill
6. Able to work in a team and produce quality output under tight deadlines
7. Strong verbal and oral communication skills
8. Self-motivated and strong analytical skills
9. Attention to detail, prioritization skill, and time management
10. Quick learner with a positive attitude
11. Maintain a strong relationship with clients
12. An empowered team member, a process-oriented thinker

Educational Background:

1. Graduate/Under graduate

Additional Pointers:

1. Should be open to transfer to any other group company/department/location on the basis of management requirement.
2. Should be open to take additional responsibilities apart from the current scope of work.