



Sales Officer

- **Vacancy for:** 3
- **Posted on:** Dec. 31, 2017
- **Deadline:** Jan. 12, 2018, 11:55 p.m.

Basic Job Information

Job Category	: Sales / Public Relations
Job Level	: Mid Level
Employment Type	: Full Time
Job Location	: Kathmandu
Offered Salary	: NRs. 20,000 - 25,000 Monthly

Job Specification

Education Level : Under Graduate (Bachelor)
Experience Required : More than or equal to 3 years

Other Specification

- Minimum Bachelor's degree in Management. Preferred Sales & Marketing
 - Experience in Retail Sales, Distribution Management.
 - Excellent interpersonal communication skills, both verbal and written
 - Self Motivated, Positive attitude, Learning attitude, Personal Growth attitude
 - Sales-driven, results-driven, and target-driven attitude
 - Aptitude for persuasion and negotiation
 - Expert in time management
 - Organized work ethic
 - Proven track record in sales environment
 - Ability to meet and/or exceed monthly and quarterly sales / collection targets
 - Ability to create and deliver client presentations, especially power points and/or white papers
 - Learning attitude is a must
 - Local resident is a must
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Job Description

- Facilitate cold and warm calls to prospective leads
- Schedule and follow through on calls with leads and current customers
- Analyse prospect customers as per product segment
- Answer all lead and customer questions accurately
- Develop strategies for more effective sales, both individually and as part of a team
- Perform cost-benefit analysis for prospective customers
- Advise on appropriate purchase / product options
- Accurate and exceptional attention to details of customers and competitors
- Track activities of competitors and suggest counter strategy
- Flexible approach to work
- Team player who deals effectively with colleagues and clients
- Plan and execute key activities in designated area
- Find out the reason for buying competitor's product and formulate action plan for conversion
- Good communication skill and capable of building trusting relationships
- Analyse retailers / IWS potential for credit and payment system.
- Analyse / Monitor sales / collection targets
- Timely tally customer's accounts to inline the credit policy.
- Update client information in the company contact database
- Dealing with inquiries and complaints
- Help organize business promotion with marketing team

NOTE:

We are looking for a motivated and results-driven sales officer to join our growing team. The individual in this role would be responsible for calling prospective customers, explaining our product, and guiding them through their purchase process. We are seeking a candidate who is persuasive, energetic, and ready to go the extra mile to ensure customer satisfaction

Applying Procedure

Apply Link : <https://merojob.com/sales-officer-251/>

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