

Job Title/ Designation	<u>Sales Development Executive</u>
No of Positions	6 for India – India and International sales
Type of employment	Full Time Employment with all HR Benefits. Initial four months will be probationary
Qualification	Master’s degree in business, marketing, or related field. Preferable: PGDM / MBA from Tier 1/2 colleges
Experience	Minimum 1 year and upto 5 years of experience in direct sales and presales consulting on enterprise software solutions for international market
Industry / Domain Knowledge	Knowledge of Distribution and Manufacturing sector with functional expertise in Supply Chain, Financials and Accounting domain
Job Description (Roles & Responsibilities)	<p>We're looking for Sales Executives to join our growth plan.</p> <p>Responsibilities</p> <ul style="list-style-type: none"> • Lead generation and Prospecting • Conversion of Prospects to customers by conducting presentations, product demonstrations, and suggest digital transformation strategies, as applicable • Do all the outbound marketing activities • Provide pre-sales consulting support and documentation • Prepare sales proposals and quotations • Involves frequent travel
Work Timings / Shift	India and Americas market time zone, working from Bangalore Office
Mandatory Skills	<ul style="list-style-type: none"> • Good communication, presentation, and interpersonal skills • Good at Office Productivity tools and CRM systems • Travel frequently to meet customers and prospects
Salary Package / CTC Range	Upto Rs. 6-12 L/ per annum (based on experience)
Allowances if any	Sales incentive based on the target achievement
Job Location	GreeneStep Technologies, Bangalore
Contact	Email: hr@greenestep.com