

JOB TITLE: (JOB CODE – KNLSALES):
Sales Head – (3 Positions)

JOB SKILL / QUALIFICATION / EXPERIENCE:

- Good communication skill – speaking, reading, listening and writing in English.
- Relevant Experience 3 to 5 Years
- MUST-Good communication skills speaking, reading, listening & writing in English, Hindi and Regional Language like Telugu, Marathi etc.)
- Should be Digitally literate – able to use digital gadgets and tools / apps like Tablets, WhatsApp, MS Office, Outlook etc.
- Should be presentable, humble and take up door to door sales with guidance of the Reporting Manager
- Should possess the fire in the belly to do and meet daily / weekly and monthly SALES Targets
- Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Strong Analytical skills
- An ability to learn new technologies quickly
- An ability to follow processes
- Leadership Qualities
- Organizational skills and work in collaborative environment
- Tremendous Patience
- Attention to detail

JOB RESPONSIBILITIES:

- Customer Facing - Be the face of the KLOUDYA brand in front of the customer
- Promoting the company's existing brands and introducing new products to the market.
- Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that the sales team meets their quotas and goals.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Gathering, investigating, and summarizing market data and trends to draft reports.
- Implementing new sales plans and advertising.
- Recruiting, training, scheduling, coaching, and managing marketing and sales teams to meet sales and marketing human resource objectives.
- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.

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- Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks.
- Prospecting - bring leads to the company through use of multiple procedures like cold calling, door to door marketing, generating enquiries, handling enquiries and other such sales tactics so that they continually bring good leads for the company.
- Negotiation and Closing the Deals - should know basic tricks of negotiation tactics, the best ways of prospecting and converting the potential leads to a customer
- Database management - maintain a database which lists which helps Kloudya in better converting leads to prospects and prospects to customers.
- Building the pipeline - Build pipeline of potential clients and break down the pipeline into hot, warm and cold customers based on customers who are very interested, who are somewhat interested and who are not interested respectively.
- Handling complaints - Handle all Customer Complaints Escalations.
- Self-Management - This is a very tangible element for this role. He / She should know the in and out of the product(s) and Services provided by Kloudya. At the same time, grooming himself / herself, improving communications and having discipline are things which are expected from this role as a part to manage himself / herself. These things will have a direct impact on the performance and hence the appraisal of the sales executive.
- Relationship management - As SALES, the relation with the client do not end once the product is sold. In fact, even after selling the product, he / she should be in touch with the end customer and maintain the strong bonds with the customer. This is one of the core values of Kloudya.
- Speak to customers via email and phone for initial requirement capture and during project.

QUALIFICATION:

- Anyone who can SALE ☺. MUST have the fire in the belly!
- HSC / Diploma / Degree / Masters (any stream) / MBA

SALARY RANGE:

1. As per industry standard. Open for right and deserving candidate(s)
2. Base salary rate commensurate with experience plus annualized bonus potential.
3. Additional benefits include options such as Medical/Dental/Life Insurance and a full complement of personal and professional benefits.

NOTE:

1. Opportunity to work in a challenging but cohesive work culture and caring client environment
2. During Interview Dummy Sales demonstration is a must
3. Immediate joiners and / or candidates with certifications are preferred.
4. Candidates looking for contract basis can also apply
5. Notice period buyout option for right candidates.

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