

Advanced Power Sources Limited

Job Description

1	Job Title	Sales Executive / Manager
2	Department (s):	Sales Department
3	Company Mission	We shall continuously improve the quality of our products and services and persevere to create import substitutes there by inculcating pride in ourselves and in our Country.
4	Minimum Education and Experience required	B.E.-Electronics /Electrical/Mech/MBA with 0-3 years of experience /Diploma/Marketing with 1-5 years of experiences.
5	Competency Requirements	Product knowledge, marketing contacts, networking skills, Team Player , Communication skills , Adaptability; Interpersonal skills, Leadership, Achievements of target.
6	Specific training required, if any	Basic awareness of ISO 9001:2015 CRM
7	Must Have Skills	<ul style="list-style-type: none">• Strong Communication Skills- Including both verbal and written• The ability to influence and negotiate with others• Numerical skill
8	Roles	<ul style="list-style-type: none">• Conduct market research to identify selling possibilities and evaluate customer needs• Actively seek out new sales opportunities through cold calling, networking and social media• Prepare and deliver appropriate presentations on products and services• Create frequent reviews and reports with sales and financial data• Ensure the availability of stock for sales and demonstrations• Negotiate/close deals and handle complaints or objections• Establishing new business• Customer Prospect and Dealer Visit
9	Basic Skills	<ul style="list-style-type: none">• Presentation Skills• Creativity• Sales Planning• Negotiation• Build and maintain relationships with clients and prospects
10	Salary	As per the candidate.
11	Location	Mumbai , Pune

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12	Time	As per standing instructions.
13	Who Can Apply	Experience person / Fresher Can Also Apply