

B2B SALES EXECUTIVE

We are looking for an experienced B2B Sales Executive with proven expertise in lead generations, presentations, negotiation, and client relationship management. Additionally with a strong commitment to market research and accurate reporting.

Key Responsibilities

1. Prospecting and Lead Generation:

- Identify and target potential customers through various methods, including cold calls, emails, networking, and social media.
- Research and qualification leads to determining their suitability and purchasing potential.

2. Sales Presentations:

- Conduct product/service presentations to potential clients, effectively communicating the value and benefits of our offerings.
- Address customer questions and objections with confidence and professionalism.

3. Sales Negotiation and Closing:

- Collaborate with clients to understand their needs and tailor solutions to meet those requirements.
- Negotiate terms and conditions to reach mutually beneficial agreements.
- Close sales deals and achieve sales targets.

4. Customer Relationship Management:

- Build and maintain strong, long-term relationships with clients.
- Provide excellent customer service and support to ensure client satisfaction.
- Continuously assess client needs and propose additional products or services as appropriate.

5. Market Research:

- Stay up-to-date with industry trends, competitors, and market conditions to identify opportunities and threats.

6. Reporting and Documentation:

- Maintain accurate and up-to-date records of sales activities, customer interactions, and progress
- Prepare regular sales reports and forecasts for management.

Qualifications

- Bachelor's degree in Business, Marketing, or a related field.
- Minimum of 2 years of successful sales experience especially in the B2B segment.
- Excellent English communication skills, both written and spoken.
- Strong problem-solving and decision-making abilities.
- Self-motivated, target-driven, and results-oriented.
- Knowledge of the furniture industry is an advantage.

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If you are interested, please contact;

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