

Sales Executive

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Company: Iman International

Location: Karachi Division

Category: sales-and-related

Sales Executive and promoters with good communication skills good marketing knowledge ability to handle pressure Job Specification Key Responsibilities Sales Executives sell their company's goods and approach potential customers, as well as maintaining good relationships with client's Key responsibilities include: 1) Listening to customer requirements and presenting appropriately to make a sale 2) Maintaining and developing relationships with existing customers in person and via telephone calls and emails and responding to incoming emails and phone enquiries on time 3) Cold calling to arrange meetings with potential customers to prospect for new business 4) Acting as a contact between a company and its existing and potential markets 5) Gathering market and customer information 6) Negotiating on price, costs, delivery and specifications with buyers, supervisors and managers with approval 7) Challenging any objections with a view to getting the customer to buy 8) Advising on forthcoming product developments and discussing special promotions 9) Checking the quantities of goods on display and in stock all records in computerize 10) Reviewing your own sales performance, aiming to meet or exceed targets 11) Gaining a clear understanding of customers' businesses and requirements 12) Making accurate, rapid cost calculations and providing customers with quotations 13) Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer Education must be bachelor Strong communication skills English Reporting Relationship: Sales Executive will report to General Manager, Iman International PK Ltd is a Pakistan based company. We provide a good quality PK origin hides for our customers worldwide. We are supplying a good quality sheepskin, cows Hides and head skin to our clients all over the

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