

JOB TITLE: Sales Executive (Entry Level Position)

Below are the responsibilities and qualifications for the Sales Executive Position.

RESPONSIBILITIES:

- Collaborate with sales and marketing teams to effectively achieve organizational goals
- Plan an effective sales targeting approach to the assigned sales territory to ensure that major sales opportunities are captured and explored
- Prepare sales proposals
- Represent the company in trade exhibitions and events
- Deliver product demonstrations
- Regularly follow up on inbound leads and respond promptly to sales inquiries
- Develop relationships with prospects
- Maintain relationships with clients by providing quality service
- Review sales performance, and recommend proactive or remedial action to manage business situations

QUALIFICATIONS:

- Candidate must possess at least a Bachelor's/College degree
- Must have a take charge personality but also possess a strong teamwork ethic
- Able to work in a fast-paced and highly-growing business
- Excellent communication and interpersonal skills; must have a customer-focused approach
- Strong analytical and problem-solving skills

Interested candidates can visit azeusconvene.com to learn more about Convene and about our company.