

## BESPOKE DIGITAL MEDIA INDIA PVT LTD

(<http://www.bespokedigitalmedia.in>)

Bespoke Digital Media is a UK based web technology company with its operations in Delhi, Singapore & UAE. Bespoke Digital Media is providing wide range of web services to its clients and customers across the globe.

As a member of the Bespoke team, you will see the direct impact you have on the clients and company. You will work with one of the most experienced and professional teams in the industry. They will assist the clients in achieving their business objectives using the Web. Their focused, yet relaxed atmosphere provides for a platform upon which you can thrive, grow and advance; both personally and professionally. Their core values of respect, honesty, integrity and creativity are the bedrock of company and the basis upon which they have built a strong reputation.

**PROFILE** – IT Sales Executive

**ELIGIBILITY**- BBA / MBA (Marketing)

### **PRIMARY RESPONSIBILITIES-**

Sell products by contact and developing relationships with prospects, recommending solutions.

Representing the organization at trade exhibitions, events and demonstrations;

Advising on forthcoming product developments and discussing special promotions;

Creating detailed proposal documents, often as part of a formal bidding process that is largely dictated by the prospective customer;

Reviewing your own sales performance, aiming to meet or exceed targets;

Gaining a clear understanding of customers' businesses and requirements;

Making accurate, rapid cost calculations and providing customers with quotations;

### **DAILY TASKS-**

Listening to customer requirements and presenting appropriately to make a sale;

Maintaining and developing relationships with existing customers in person and via telephone calls and emails;

Cold calling to arrange meetings with potential customers to prospect for new business;

Responding to incoming email and phone enquiries;

Gathering market and customer information;

Recording sales and order information and sending copies to the sales office, or entering into a computer system;

Attending team meeting and sharing best practice with colleagues.

**LOCATION**- This position is a full-time position based out at their office at 323-A Pacific Business Park, Sahibabad Industrial Area, Sahibabad, Ghaziabad.

**COMPENSATION OFFERED**— INR 15,000 to 20,000per month +travelling+ expenses

**DATE AND VENUE FOR INTERVIEW**- **23.05.2013** (09:30am onward)

**INTERVIEW'S VENUE**- Seminar Hall, A2 block, Samalkha Group of Institutions, Samalkha, Delhi NCR, Haryana -132115

**If Interested and Wish to Apply, then Kindly Contact-**

Amit Sinha,(Manager-Training & Placements),Samalkha Group of Institutions,Samalkha, NH-1, Delhi NCR, Panipat-132115(HR.),Mobile No: +91 9996640075,Email: [placements@sgi.ac.in](mailto:placements@sgi.ac.in)

**\*Note:** Candidates are advised to check the said company details and recruitment details by their own. This is only for information and does not constitute a legal document. SGI or the said company will have the right to delete, change or make additions in any of the provisions contained in it. In case of any contradictions or else, the decision of the said company will be final