

**Profile** – IT Sales Executive

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

**PRIMARY RESPONSIBILITIES:**

- Sell products by contact and developing relationships with prospects, recommending solutions.
- Representing the organisation 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 of our office at 323-A Pacific Business Park, Sahibabad Industrial Area, Sahibabad, Ghaziabad.

**COMPENSATION:** Your compensation for this position will consist of a competitive salary and participation in company provided benefits

**ABOUT BESPOKE DIGITAL MEDIA INDIA PVT LTD:**

**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.

If you are interested in growing to the next professional level, we're interested in speaking with you.

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

**Joining:** Immediate