



Job Description – Sales Executive – Hardware Sales

Job Title	Executive – Hardware Sales	Department	Sales & Marketing
Grade	E2	Location	South Kerala
Position Reports to (Administratively)	Regional Sales Manager	Position Reporting into you (Administratively)	NA
Position Reports to (Functionally)	Asst. Manager - Sales	Position Reporting into you (Functionally)	NA

Purpose of the Job (Main Objective):

He should be a self-starter with a can-do attitude and the ability to work to tight timeframes. Sales executives are the key point of contact between an organization and its clients: answering queries, offering advice and introducing new products. Strong and likeable personality.

Deliverables / Key Responsibilities:

Primary Responsibilities

- Create Sales for Glass Accessories like handles, patch fittings, shower hinges, spider, door closer, clamp etc.
- Prepare & execute monthly Sales target.
- Develop Go to Market Plan to Achieve the above from Dealer / Distributors.
- Responsible for identifying, appointing and developing dealers
- Meet dealers, wooden / Glass doors fabricator, push them for Regular / Repeated purchase
- Convert Above Leads to Active & Regular Business, With Each Account
 - a. Understand their Monthly Requirement.
 - b. Understand Our Competition: Difference in Product, Price & Other Service Offerings
 - c. Maximize Business with each Customer.

Secondary Responsibilities

- Assist Regional Sales Manager, Marketing Manager in any activities or tasks being assigned.

Specific Job Requirements:

- Master's or Bachelor's degree in Marketing, Communications, Business Management, or related field is preferred.
- Proven sales experience; sector-specific sales experience is preferred.
- Proven track record of meeting sales quotas.
- Proficient in all Microsoft Office applications.
- Outstanding negotiation and consultative sales skills.
- Effective communication skills.
- Exceptional customer service skills.
- Self-motivated and driven by targets.

Key Competencies required:

Knowledge / Technical Expertise
Communication
Teamwork
Customer Focus
Planning & organizing
Quality Consciousness

Internal and External Co-ordination**Inside the Organisation:**

Sr. No	Department	Purpose
1.	Other Departments	Co-ordination of work