

Business Development Executive

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Company: JNJ TECHNOLOGIES & SERVICES

Location: Vietnam

Category: other-general

we do high quality services for 2 and 4 wheelers through pan India

The Role

You will be responsible for :

Building the sales funnel generating leads via cold calling, emailing and other lead generation activities.

Handling incoming queries and building good client relationships.

Ensuring all leads are well qualified by identifying the correct decision makers and understanding their requirements.

Handing over qualified leads to the sales teams with the objective of closing the sale.

Maintaining and updating the lead generation database.

Achieving weekly/monthly targets as set out by the business.

Delivering effective sales skills trainings to the sales teams.

Coaching sales teams and helping them in applying training content to real life situations.

Ideal Profile

You have at least 1 year experience within a Inside Sales / Sales Development Representative role, ideally within the Automotive industry.

You have a proven track record of meeting/exceeding your targets.

You possess excellent interpersonal as well as written and verbal communication skills.

You pay strong attention to detail and deliver work that is of a high standard

You are highly goal driven and work well in fast paced environments

You are a strong team player who can manage multiple stakeholders

What's on Offer?

Fantastic work culture

A role that offers a breadth of learning opportunities

Flexible working options

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