

Position Title: Sales Associate

Reporting: Sales Team Leader

Location: Mumbai, India

Duration: Full Time Contract

Closing Date: 20th February 2019

Responsibilities and Learning

- Researching potential customers to drive new business.
- New business development; cold calling; email marketing.
- Attending networking events.
- Booking, organising and hosting customer meetings.
- Achieving KPI's, revenue targets.
- Account management; regular customer contact; understanding strategy leading to project-based work.
- Initial 3 weeks sales and product training in Cyprus.
- Gain understanding of our complete sales cycle.
- Understand the importance of the CRM system.

Requirements

- Excellent verbal and written communication skills in English and Hindi.
- Very sociable and outgoing.
- Interest in luxury services and brands.
- Highly organised - You will manage your own diary for meetings so in order to succeed in this you will need to be self-motivated and highly organised.
- Sales experience within a contact centre environment with a successful track record of achievements is mandatory.
- Confidence and a friendly and warm personality is essential for this role. You will enjoy speaking to different people every day and you will possess the ability to build strong relationships.
- You will also need to be persistent, competitive and resolute in focusing on results.
- You must be able to set tough objectives, monitor progress and if necessary take corrective action.
- First class negotiation and organisational skills combined with the desire to influence others.
- The ability to work individually and as part of a team abroad through systematic integrations.

Benefits of Applying for This Role

- Uncapped earning potential with commission additional to basic salary of 65,000INR. The commission depending on your success in the role can be upwards of 400,000INR monthly.
- Family working environment.
- Opportunity to work in an international company with prospects to visit other countries.
- Incredible shared workspace with other sustainable companies.
- Personal development through attending seminars and training courses.

All applications will be treated with strict confidentiality.

If you believe that you have the right sales DNA and you are a hunter who finds a way to succeed, to requisite knowledge quickly, to figure out who you need to know and makes the right connection, then we look forward to receiving your CV and a Cover Letter explaining why you think that you would be the right fit for this position at careers@millwoodkane.com.

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Terms

Shortlisted candidates will be required to complete an assignment during the final interview to assess competency in organizational skills and English.