

JOB DESCRIPTION	
POSITION TITLE	Sales Executive
MAIN PURPOSE OF THE POSITION	
Identify sales leads from target customers for different cabros and tile products to meet business and individual sales targets for all cabro products manufactured by the company.	
ROLES AND RESPONSIBILITIES	
• Present, promote and sell all products/services using solid arguments to existing and prospective customers. • To identify and have sufficient market awareness by being knowledgeable of market opportunities such as upcoming businesses, home owners, and housing projects. • Attend trade shows to represent the organization and engage in marketing activities. • Working with customers to receive quotations, selling and opening sales orders. • Expedite the resolution of customer problems and complaints to maximize satisfaction. • Achieve agreed upon sales targets and outcomes within schedule. • Follow up on outstanding requests for proposals and estimates with clients by visiting their projects. • Following up with the sales administrator and logistics team for product delivery to customers on a daily basis. • Coordinate sales effort with team members and other departments. • Identify and meet potential clients and grow lasting relationships by understanding and meeting their needs. • Periodically provide timely reports, compile detailed competitive, and industry information, which identify interests, competitive activities, and potential for new products and services. • Actively pursue, convert, and close across all the company's product lines in line with set sales targets. • Conduct market surveys as part of market intelligence – collecting competitors’ pricing information and reporting in a timely and accurate manner. • Participate in the development of plans to achieve sales targets to realize company targets. • Make regular calls and schedule face-to-face meetings with existing and potential customers; maintain close relationships.	
DESIRED QUALIFICATION AND EXPERIENCE	
KNOWLEDGE,SKILLS AND ABILITIES	
<u>EDUCATION</u> • D. Sales and Marketing or a related course • 2-3 years of related experience in a construction company.	

- 1 to 3 years' experience in a sales or business development role

SKILLS

- Great Communication skills
- Great negotiation skills
- Confidence
- Product knowledge
- Outstanding organizational and leadership skills.
- Problem solving aptitude
- Professionalism

KEY PERFORMANCE

KEY RESULT AREA

Overall sales performance	Revenue generation
	Customer portfolio
	Customer satisfaction
	Customer resolution
	Compliance.
	Monthly insights on best-selling products.