

### **JOB DESCRIPTION: SALES EXECUTIVE.**

- To achieve individual sales targets by engaging with the customers, explaining the facility /service of the Mega CFC, assisting them in choosing the right services and completing the sales transactions.
- To drive sales and ensure business targets are achieved. To build strong relationships with prospective clients so as to ensure business continuity
- Develop and execute sales strategies to achieve sales targets and expand market presence.
- Able to present with enough product knowledge to aid in an informed purchase
- Good communicators (verbal and non-verbal and adaptable to newer forms of customer interaction, including through text, email and social media channels.
- Identify and cultivate relationships with potential clients, independent jewellery retailers, wholesalers.
- Build and maintain a strong B2B sales order pipeline, focusing on long-term relationships with clients.
- Lead negotiations and close deals with B2B clients to drive revenue growth.
- Analyze market trends and competitor activities to identify opportunities for business growth and share details to technical service team.
- Manage all Sales Operations by coordinating with various internal departments and servicing for all orders received and processed.
- Exhibit at trade shows, manage company and associate booths, and generate leads to expand the client base.
- Conduct market research to identify selling opportunities and evaluate customer needs.
- Actively seek out new sales opportunities through cold calling, networking and social media
- Create frequent reviews and reports with sales and financial data
- Build and maintain relationships with clients and prospects.
- Build and maintain professional networks
- Meet with potential clients to determine their needs
- Attend workshops to learn more technical and professional skills for the job
- Collaborate with team members to achieve better results
- Gather feedbacks from customers or prospects to share with internal teams
- Negotiate/close deals and handle complaints or objections.
- Generating qualified leads
- Develop and execute outbound sales efforts and marketing strategies
- Creating weekly, monthly and quarterly sales report that showcase performance and highlight opportunities, presenting key findings and solutions.
- Working with CRM Teams on a regular basis to ensure they are meeting company targets including; sales, retention and growth
- Overseeing all sales processes to ensure we are maximizing sales at every touchpoint; over the phone, emails at shows, on the website etc
- Monitoring and tracking weekly, monthly, seasonal and yearly performance, through delivering relevant reports and reviewing data, reporting opportunities or risks to key stakeholders
- Tracking and analyzing sales for all events and shows, sharing feedback on collections to the global Wholesale and Product Design team.

- Need s to participate in all jewellery shows.
- Work on two key metrics Increase Sales and Customer Satisfaction
- Ability to listen and comprehend customer interactions
- Creative problem solvers who can ask questions and use their inventory knowledge and their businesses resources to meet customer and/or client needs
- Determined, persistent and persuasive, but *not* pushy