



Sales Executive

Job Summary

Ntooitive Digital is looking for a highly motivated & self-driven sales executive to join our sales team. This is an exciting opportunity to develop innovative strategies to achieve sales goals, as well as make meaningful connections with our customers. Primary focus will be on developing new business both through new customer acquisition and selling new solutions to existing customers. Emphasis on identifying and prospecting new customers and recognizing opportunities to drive profitable revenue in targeted vertical markets. This role requires a self-motivated and entrepreneurial individual. We expect you to be a reliable professional able to achieve a balance between customer orientation and a results-driven approach.

Accountabilities

- Establish, develop, and maintain positive business and customer relationships.
- Reaching out to customers leads through cold calling.
- Coordinate sales effort with team members and other departments
- Clearly explain the product features and the value proposition it brings to clients.
- Manage the entire sales cycle from finding a client to securing a deal.
- Unearth new sales opportunities through networking and turn them into long-term partnerships.
- Remain in frequent contact with the clients in your responsibility to understand their needs.
- Keep abreast of best practices and promotional trends.
- Professionally handle customer concerns and challenges



Job Qualifications

- Proven experience as a sales representative.
- Data and Technology Acumen
- Outstanding knowledge of MS Office and knowledge of CRM software is a plus.
- Excellent communication/presentation skills and ability to build relationships.
- Organizational and time management skills
- Enthusiastic and passionate