



IT Sales Executive

Location: Indore, Kolkata, Raipur & Mumbai

Experience: 2–5 Years

Employment Type: Full-Time

About the Role

- We are looking for a dynamic and target-oriented Sales Executive with experience in B2C sales. The candidate will be responsible for generating new business opportunities, building strong customer relationships, understanding customer requirements, proposing suitable solutions, and achieving sales targets.

Key Responsibilities

- Generate new business opportunities and drive revenue growth.
- Generate and convert leads through calls, references, digital platforms, and other channels.
- Build and maintain strong client/customer relationships.
- Identify customer requirements and propose suitable products and solutions.
- Prepare and present business proposals to prospective clients/customers.
- Conduct product demonstrations or presentations whenever required.
- Negotiate and close deals effectively.
- Manage the complete sales cycle from lead generation to closure.
- Follow up with prospective customers and maintain regular communication.
- Work closely with technical and internal teams to deliver customer-focused solutions.
- Achieve monthly, quarterly, and annual sales targets.
- Handle customer queries, objections, and concerns professionally.
- Identify opportunities for upselling and cross-selling.
- Maintain accurate customer and sales records in CRM/software.
- Monitor market trends, competitor activities, and customer requirements.
- Prepare daily, weekly, and monthly sales reports.

Requirements

- 2–5 years of experience in Sales / Business Development.
- Experience in B2C Sales, Direct Sales, Retail Sales, Field Sales, or Customer Acquisition will be preferred.
- Strong communication, presentation, and negotiation skills.
- Proven ability to generate leads and convert prospects into customers.
- Ability to manage the complete sales cycle from lead generation to closure.
- Strong customer relationship management skills.
- Good convincing, objection-handling, and closing abilities.
- Target-oriented and self-motivated approach.
- Basic knowledge of MS Office, Excel, and CRM tools.
- Willingness to travel as required for business and customer meetings.





Preferred Experience

- Experience in IT Infrastructure, Networking, System Integration, or Technology Solutions sales will be an added advantage.
- Candidates with experience in selling technology products or solutions and handling customer requirements will be preferred.

Educational Qualification

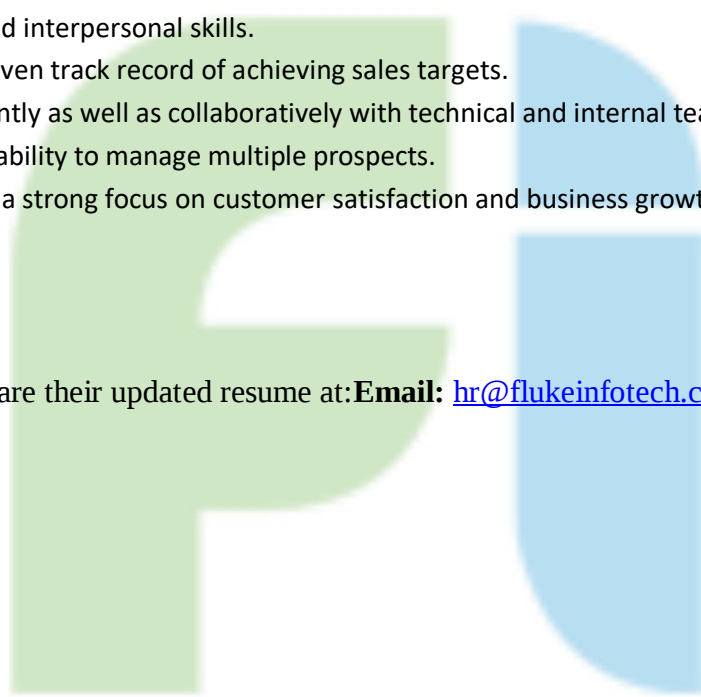
- Bachelor's degree in Business Administration, Marketing, Commerce, IT, or any relevant field.

Candidate Profile

- Strong customer-facing and interpersonal skills.
- Result-oriented with a proven track record of achieving sales targets.
- Ability to work independently as well as collaboratively with technical and internal teams.
- Good follow-up skills and ability to manage multiple prospects.
- Professional attitude with a strong focus on customer satisfaction and business growth.

How to Apply

Interested candidates can share their updated resume at: **Email:** hr@flukeinfotech.com ☐ **Contact:** 8602595950



Fluke Infotech

