

Sales and Marketing Executive

Description

We are seeking a dynamic and results-driven Sales and Marketing Executive to join our innovative urban gardening team. As a key player in our growth, you will drive sales and create strategic marketing initiatives to promote our cutting-edge products and software solutions designed for urban gardening enthusiasts and professionals. This is an exciting opportunity to make a significant impact in a rapidly growing industry.

Responsibilities

- **Field Sales:**
 - Conduct on-site visits to potential clients to showcase our urban gardening products and software solutions.
 - Develop and implement effective sales strategies to drive product adoption and increase market share.
 - Identify and pursue new business opportunities within the urban gardening sector.
- **B2B Connects:**
 - Establish and nurture relationships with key stakeholders, including retailers, distributors, and corporate clients.
 - Present and demonstrate our products and software to potential business partners.
 - Negotiate and close sales deals, ensuring mutually beneficial agreements.
- **Marketing Initiatives:**
 - Collaborate with the marketing team to develop and execute targeted marketing campaigns.
 - Conduct market research to identify trends, customer needs, and competitive landscape.
 - Participate in trade shows, exhibitions, and networking events to promote our brand and generate leads.
- **Customer Relationship Management:**
 - Maintain a strong understanding of customer needs and provide excellent post-sales support.
 - Gather and analyze customer feedback to improve our products and services.
 - Ensure high levels of customer satisfaction and retention.

Qualifications

- Bachelor's degree in Business, Marketing, Sales, or a related field.
- Proven experience in sales, preferably in the urban gardening or related sector.
- Strong understanding of B2B sales processes and techniques.
- Excellent communication, negotiation, and presentation skills.
- Self-motivated, goal-oriented, and able to work independently.
- Ability to travel frequently for field sales and client meetings.
- Proficiency in using CRM software and Microsoft Office Suite.
- Passion for urban gardening and sustainability is a plus.

Job Benefits

Employment Type

Full-time

Beginning of employment

Immediate

Duration of employment

Permanent

Industry

Urban Gardening

Job Location

134, Mudichur Service Road, West Tambaram, 600045, Chennai, Tamil Nadu, India

Working Hours

9:30 a.m. – 6 p.m

Base Salary

₹ 10000 - ₹ 15000

Date posted

June 17, 2024

Valid through

30.06.2024

- Competitive salary with performance-based incentives.
- Opportunities for professional development and career advancement.
- Flexible working hours and remote work options.
- Employee discounts on all urban gardening products.
- Supportive and collaborative work environment.
- Regular team-building activities and company events.

Contacts

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and why they are passionate about the urban gardening sector. Applications will be reviewed on a rolling basis, so early submission is encouraged.

Join us in transforming urban spaces into green havens and promoting sustainable living practices!