

## Role responsibility

As a Sales Trainee you would be trained on the products and its features. You would then be required to learn the sales process by assisting the Solution Specialist in acquiring new business.

- Be the brand representative in the field for our Products and Solutions across diverse stakeholders of End Consumers, Architects and Interior Designers
- Provide Consultations identifying consumer needs and sell Customized Solutions that solve Problems
- Open up Channels of Customer Experience through Exclusive Stores and Displays
- Ownership and Co-ordination of End-to-End Service delivery from Design to Installation of the Services Consulted.
- Drive engagement with the Partners for continuous Support and business contributions
- Being the Custodian of delivering on all identified business efficiency indicators in the field
- Responsible to travel across the assigned geographical territory, to connect with key stakeholders and to generate & convert leads

## Role requirement

- PG Qualification : MBA/PGDM with specialization in Marketing
- UG Qualification : Non - Engineering Under Graduation
- Job Location : PAN India
- MBA – Marketing Should have a minimum of 60% throughout with no backlog.
- Could be placed / transferred to any tier II city.

## DESIRED PERSONAL ATTRIBUTES:

- Analytical & Result Oriented
- Aptitude for Sales
- Forecasting and Decision Making
- Team Player & Agile
- Excellent Communication and Interpersonal skills
- Digital Literacy

## Remuneration

- Gross Annual Compensation: 4.5 Lakhs/Annum
- Performance Incentive (Variable pay): upto 40% of Gross Annual Compensation
- CTC (Cost to Company): 6.3 Lakhs