



Sales Executive

We are looking to hire two Sales Executives with driven and enthusiastic personalities! This role is targeted to expand your knowledge of the two-wheeler industry and you will be groomed by veterans who will not only teach you how to meet your targets but also take initiative and responsibility ensuring your steady career growth.

Ultimately, you will be trained on every front to ensure your success as a Sales Executive at VFM Honda.

Your responsibilities will include:

- Understanding the Honda two-wheeler industry in detail and closing a sale the Honda way
- Researching the target market and finding prospective customers
- Building a sales pipeline to ensure a constant stream of sales
- Working to monthly sales and revenue targets as set by the sales manager
- Progressing towards activity targets and KPI's set by the sales manager
- Interacting with customers on a daily basis with enthusiasm and learning based on the trainings provided
- Following up with past customers and cross selling products
- Providing assistance to other members of the sales team
- Following up on leads generated by other departments
- Investigating and resolving queries from customers
- Ability to analyse the competition brand closely

We are looking for someone with the following assets:

- Previous experience in a sales role for another company
- Self-motivated and organised individual
- Track record of achieving KPI's and targets
- Outgoing with an ability to build rapport with people of all backgrounds
- Graduate with computer skills

Our commitment to you:

- Compensation for your effort - CTC per year Rs. 2,00,000
- Incentive programs to give you an extra boost
- Fast paced, positive and driven work environment
- Opportunity to excel and challenge yourself