



### **Sales Executive (IT)**

Industry: Information Technology

Salary: Market Competitive plus Commissions

Other Benefits: Bonuses, Incentives, leave encashment, paid Leaves & some other perks

Age: 25+

Required Travelling: Yes

Department: Sales

No. of Vacancies: 2

Location: Karachi

Gender: Male / Female

Qualification: BBA / BE or other relevant degree

Experience: At-least 2 years of experience (Preferably in IT sales)

Job Timing: 9:00 am – 6:00 pm

### **Job Description:**

- Achieve new sales targets by managing new and existing partners
- Build positive working relationship with partners to ensure smooth partner services.
- Identify, recruit and on-board new channel partners to build business.
- Coordinate with partners to identify new business opportunities for revenue generation.
- Educate partners on product portfolio and complimentary services offered.
- Work with partners to conduct product presentations to end users.
- Provide proposals, quotations and pricings to partners.
- Ensure that partners are up-to-date with product information.
- Introduce new products and its features to partners.
- Conduct business review with partners and recommend improvements.
- Answering questions and provides assistance to potential and current customers
- Follow up the leads

### **Skills Required:**

- Relationship Building
- Sales, Marketing and Customer Services

- Excellent written & verbal communication skills
- Capability to understand and follow the procedures and advises of customers accordingly
- Patience and anger management skills
- Working in a professional environment with a professional attitude
- Must Be committed to the work
- Must have quality to gain the work load
- Team Player

### **Job Summary**

Job Title: Sales Exective (IT)

Location: Karachi

Qualification: BBA/BE

Salary: Market Competitive plus Commissions



We are looking for 'Sales Manager (IT)'. Our ideal candidate would be having at least 2 years of experience in IT Sales and/or Business Development.

How to Apply:

Send your resume to '[jobs@softtechms.com](mailto:jobs@softtechms.com)' with position tile mentioned in the subject line along with the expected and current salary? Also, total years of experience in the relevant field.