



**Company Name:** ABM Data Systems

**Job title:** Business Development Officers/Senior Sales Executive/Assistant Sales Manager Corporate

**Number of Positions:**

**Experience:** At least 2 years experience in related IT industry

**Qualifications:** Minimum Bachelor's Degree

**Location:** Lahore and Karachi

### Job Description

- Conducting market research to represent computer hardware like Printers/ Scanners/Projectors/POS hardware and evaluate customer needs
- Strong network with corporate sector
- Identifies business opportunities by identifying prospect customers and evaluating their position in the industry
- Maintains professional and technical knowledge keeping in view new product information, current market trends and competitors' activities
- Prepares report on weekly basis giving details of sales, client meetings and potential results
- Contributes to team effort by accomplishing given sales target related results as needed

### Job Specification

- Proven experience as a purely sales person
- Self-motivated with a results-driven approach
- Thorough understanding of Hardware market and negotiating techniques
- Strong Presentation Skills
- Excellent abilities in sales planning, negotiation & meeting sales targets
- Experience in dealing with HP/Canon/Dell/Viewsonic/Panasonic would be considered more keenly
- Must have its own conveyance

### How to Apply

Send your resume to '[hr@digitalsolution.com](mailto:hr@digitalsolution.com)' with position tile mentioned in the subject line along with the expected and current salary? Also, total years of experience in Dot Net Technologies technologies.

