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Asian Paint Recruitment 2023 - 2+ Years Experience Required - Receivable Clerk Post

Hiring organization
Asian Paint

Job Location

India
Remote work from: India

Date posted
July 4, 2023

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Valid through
31.12.2025

Base Salary

Rs. 25,000 - Rs. 30,000

APPLY NOW

Qualifications

Graduate.

Employment Type

Full-time

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Description

Asian Paint Recruitment 2023

- Position: Sales Executive

Location: [Asian Paint]

About [Asian Paint]: [Asian Paint] is a renowned leader in the paint industry, known for its innovative and high-quality products. We are currently seeking dynamic and enthusiastic Sales Executives to join our team. As a Sales Executive at Asian Paints, you will play a crucial role in driving sales and promoting our products to customers. This is an excellent opportunity for freshers to kickstart their career in sales and gain valuable experience in the paint industry.

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Asian Paint Jobs For Freshers

They will be responsible for developing a customer experience strategy and executing tactics that improve customer engagement and satisfaction.

Responsibilities:

1. **Responsibilities:**
 - Identify potential customers and actively prospect for new business opportunities.

- Build and maintain strong relationships with existing customers to ensure repeat business.
- Present and demonstrate our range of products to customers, highlighting their features and benefits.
- Provide expert advice and guidance to customers on paint selection, color schemes, and application techniques.
- Assist customers in choosing the right products based on their specific requirements and preferences.
- Achieve and exceed sales targets by effectively managing leads, inquiries, and sales opportunities.
- Prepare and deliver persuasive sales presentations to customers, addressing their needs and concerns.
- Negotiate pricing, discounts, and contract terms with customers to secure sales.
- Follow up with customers after sales to ensure customer satisfaction and address any issues or concerns.
- Keep abreast of market trends, competitor activities, and industry developments.
- Provide feedback to the marketing and product development teams on customer preferences and market demands.
- Collaborate with the sales team and other departments to achieve overall business objectives.
- Maintain accurate and up-to-date sales records, customer data, and sales activity reports.
- Participate in sales meetings, training programs, and workshops to enhance product knowledge and sales skills.

1. Skills and Qualifications:

- Bachelor's degree in any field (preferably business, marketing, or related discipline).
- Excellent communication and interpersonal skills.
- Strong persuasive and negotiation abilities.
- Customer-focused mindset with a passion for delivering exceptional service.
- Ability to build and maintain relationships with customers.
- Self-motivated and target-driven with a desire to achieve sales goals.
- Good organizational and time management skills.
- Knowledge of the paint industry and products is an advantage but not mandatory.
- Proficiency in MS Office applications.
- Freshers with a strong inclination towards sales are encouraged to apply.

Important Links

Find the Link in [Apply Now](#) Button

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