Image not found or type unknown

TCX Group

Circular Details

Job Summary:

We are seeking a highly driven and experienced **Sales Executive** with 4–6 years of proven expertise in selling **website development, custom software solutions, IT projects**, and **digital marketing services**. The ideal candidate will play a key role in expanding our client base, generating revenue, and building strong, long-lasting customer relationships across diverse industry sectors.

Key Responsibilities:

Identify potential clients and business opportunities in need of website design, development, or software solutions.

Understand client requirements and consult them on suitable web and software products or services.

Conduct client meetings, product demos, and solution presentations both virtually and in person.

Develop and maintain strong relationships with clients, acting as a trusted advisor throughout the sales cycle.

Prepare detailed proposals, quotations, and contracts; negotiate pricing and terms.

Collaborate with technical, design, and project management teams to ensure successful project delivery.

Consistently achieve and exceed assigned sales targets and KPIs.

Keep up-to-date with the latest trends in website development, software technologies, and digital transformation.

Maintain accurate records of sales activities, leads, and client interactions using CRM tools.

Required Skills & Qualifications:

Bachelor's degree in Business Administration, Marketing, IT, or a related field. MBA is a plus.

4–6 years of experience in **B2B sales of IT products/services** (e.g., SaaS, cloud computing, cybersecurity, enterprise software, hardware solutions).

Proven track record of achieving sales targets in a competitive environment.

Strong understanding of IT sales cycles and solution-based selling.

Excellent communication, presentation, and interpersonal skills.

Ability to manage multiple client accounts and prioritize tasks effectively.

Job Title :	IT & Digital Solutions
Designation :	Sales Executive
Experience :	3 to 4 Years
Age :	25 to 32 Years
Salary Range :	15000 to 25000
Vacancy :	5
Posted Date :	07.15.2025
Last Date to Apply :	07.31.2025