

Technosoft Global Ltd.

Job Circular

Sales & Marketing Executive.

Vacancy

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Job Context

As a software Salesperson, he/she will be providing a technical solution that solves a specific problem to end-users who might be businesses, government agencies, or individuals. His/her job duties include answering questions for clients before and after purchase and providing a demonstration of the software to ensure it fits each client's needs. He/she spend a majority of your time on the phone with customers to land a sale and maintain client happiness.

Job Responsibilities

- Identify consumer needs and provide detailed information on how to meet the need.
- Present, promote and sell products/services using solid arguments to existing and prospective customers.
- Advise clients on technical matters regarding the software and recommend suitable computer configurations.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Come up with presentations to demonstrate product features and sales pitches.
- Submit orders for sales processing Help potential customers maximize the use of the software's features.
- Negotiate with prospects to reach a reasonable selling price and draw up service agreements.
- Answer queries from potential and existing clients on how to use the product.
- Advise customers on suitable user training.
- Create product positioning strategies so that products get noticed by end-users.
- Update the sales team on software developments.
- Carry out competitor analysis and familiarize themselves with software trends, and other duties.
- Establish, develop and maintain positive business and customer relationships.

Employment Status

Full-time

Educational Requirements

- Bachelor degree in any discipline
- Skills Required: Computer skill, Sales & Marketing

Experience Requirements

- 2 to 5 year(s)
- The applicants should have experience in the following area(s):
 - Sales/ Marketing
- The applicants should have experience in the following business area(s):
 - ISP, IT Enabled Service, Software Company

Additional Requirements

- Age 25 to 35 years
- Both males and females are allowed to apply.

Workplace

- Work at office and Field

Job Location

Anywhere in Bangladesh

Salary

- Tk. 12,000 – 25,000 (Monthly)
- Incentives and sales commission

Compensation & other benefits

- Festival Bonus: 2 (Yearly)

Last Date of Application: 5 February, 2022
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