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Sales Consultant

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Company: YASH Technologies

Location: St Louis

Category: other-general

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<https://www.youtube.com/watch?v=ww9qRalvi-E>

Key Responsibilities:

Full Time

3 Location St Louis/Houston/Indianapolis

Prospecting and Lead Generation Identify potential clients and generate new business leads through various channels, including cold calling, email marketing, networking events, and social media platforms. Conduct research on industry trends and competitive analysis to identify potential opportunities.

Sales Support : Assist senior sales executives in the sales process by preparing proposals, presentations, and sales collaterals. Coordinate with the technical team to gather relevant information and create customized solutions for clients. Maintain accurate and up-to-date records of all sales activities and opportunities in the CRM system.

Client Relationship Management Build and maintain strong relationships with existing clients to ensure client satisfaction and repeat business. Provide excellent customer service by addressing client inquiries, resolving issues, and managing expectations. Collaborate with the delivery team to ensure smooth project implementation and client success.

Sales Strategy and Planning Collaborate with the sales team to develop and implement effective sales strategies and plans. Stay updated on industry trends, market conditions,

and competitor activities. Provide feedback and insights to the management team to refine sales strategies and improve overall sales performance.

Sales Reporting and Analysis : Prepare regular sales reports and provide accurate sales forecasts to the management team. Analyze sales data and identify trends, opportunities, and areas for improvement. Collaborate with the sales team to develop action plans and strategies based on data-driven insights.

Qualifications and Skills:

Bachelor's degree in Business Administration, Marketing, or a related field.

Prior experience in sales or business development, preferably in the IT consulting industry with knowledge of IT consulting services, technologies, and industry trends is a plus.

Excellent communication and interpersonal skills, with the ability to build rapport and establish relationships with clients.

Strong analytical and problem-solving abilities, with a data-driven approach to decision-making.

Self-motivated and goal-oriented, with a strong drive to achieve targets and exceed expectations.

Experience in using CRM software and other sales tools is a plus.

Dileep Reddy

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