



## **EXECUTIVE/SR.EXECUTIVE**

### Sales and Business Developments (2 POSITION)

We are Fast Growing ICT based company mostly focusing on Information Technology and Telecommunication Domain now looking for a passionate **EXECUTIVE/SR.EXECUTIVE Sales and Business Developments** who will partner with us and ensure the long-term success of our customers.

We have most modern technology into our products portfolio covering the area of Telecommunication, Information Technology and Power Sector . You will be responsible for developing long-term relationships with your portfolio of assigned customers, connecting with key business executives and stakeholders. You will liaise between customers and cross-functional internal teams to ensure the timely and successful delivery of our solutions according to customer needs.

#### **Job brief**

A high-performing EXECUTIVE to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans and justifying those to plans to the upper management.

#### **Responsibilities:**

- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status

#### **Requirements**

- BBA/MBA degree in business administration or a related field
- Successful previous experience as a sales executive for at least 1 year, consistently meeting or exceeding targets(optional)
- Committed to continuous education through workshops, seminars and conferences
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization
- Proven ability to drive the sales process from plan to close.

Attractive carrier growth with International exposure and Standard package as per company benefit structure will be provided for the deserving candidate. Female candidate are encourage to apply.

**How to apply :** Send your CV through email [HR.STRING.BD@GMAIL.COM](mailto:HR.STRING.BD@GMAIL.COM) by mentioning the position in the subject line.