



Posting: Senior Sales Executive (B2B & B2C)
Locations: New Delhi, India OR Mumbai, Maharashtra
Terms: Permanent, Available immediately

Who are we?

Bearing Traders (I) Pvt Ltd is a vibrant and pioneering business house that offers quality bearing solutions of international standards. Driven by an extraordinary workforce, our superior customer support and experience in the field helps us meet all the requirements of our customers.

“Committed to provide the best for our customers”

The company is building a family wherein all members work towards a better future not only for the company, but for themselves. By joining the community, you are joining the family and growing your experience, knowledge, and exposure by learning about the backbone of all industries of the country. BT looks forward to providing a nurturing environment for its members

Senior Sales Executive – Delhi (Head Quarters) & Mumbai (Corporate Office)

- Regularly make field visits in nearby states to clients and companies
- Drives business by identifying and selling prospects and maintaining relationships with clients.
- Enhances staff accomplishments and competence by planning delivery of solutions, answering technical and procedural questions for less experienced team members, teaching improved processes, and mentoring team members.
- Expands business opportunities by identifying prospects and evaluating their position in the industry and researching and analysing sales options.
- Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; and recommending profit and service improvements.
- Prepares reports and presentations by collecting, analysing, and summarizing information.

It would make you successful if you:

- Technical / Professional, B.E(Mech), BTech.(Mech), MBA(Marketing), BBA, PGDBA, PGDM or similar fields.
- Are a graduate/post graduate with relevant experience and prior knowledge of the market
- Have prior exposure to the machinery market
- Can maintain client relationships and handle negotiations
- Are skilled in Microsoft office, especially Microsoft Excel (intermediate-level e.g. pivot table, VLOOKUP, VBA, etc.),
- Good team player with good communication and interpersonal skills
- Able to work independently with agility to adapt quickly to changes in a fast-paced environment
- Diligent, detailed and responsible

Working hours: Monday – Saturday, 9:30 am to 6:30 pm

Remuneration: Rs. 40,000/month + expenses incurred for field visits (negotiable)
Incentives on sales and Bonus extra