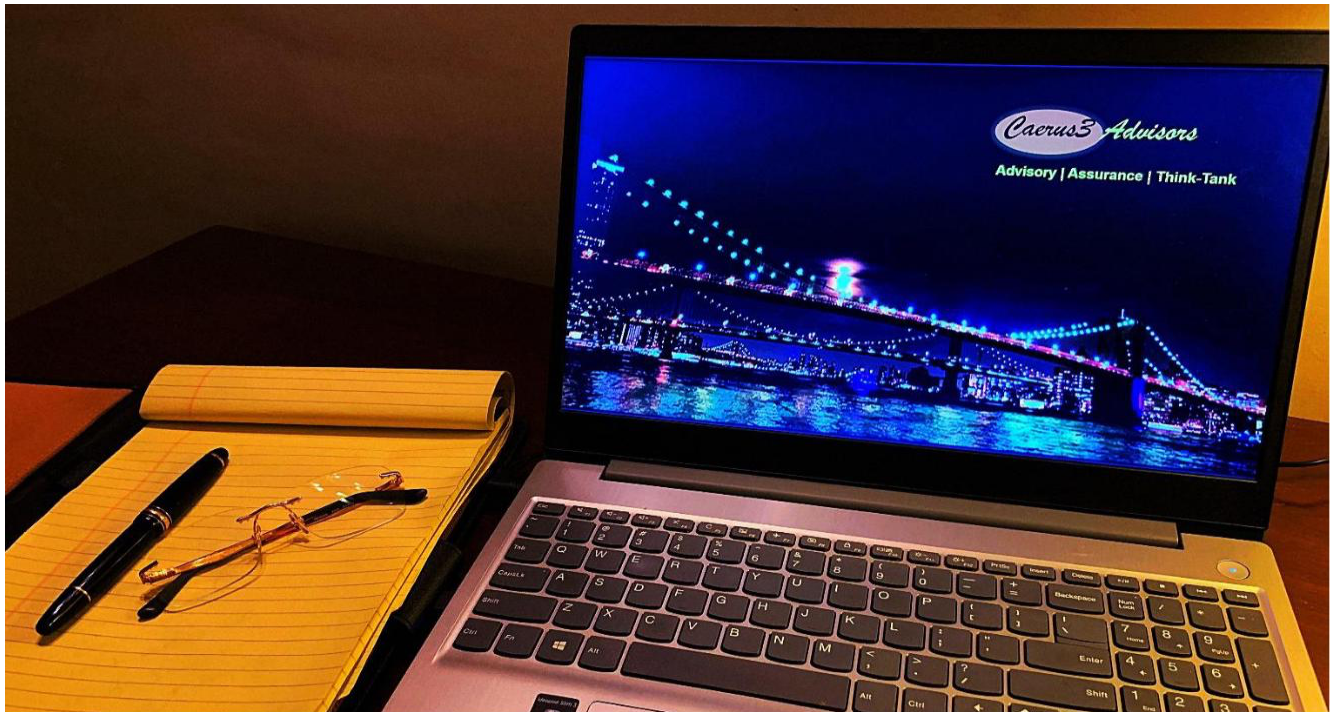




We are an Equal Opportunity Employer & Service Provider. Diversity, Equity & Inclusion is in our DNA. All qualified applicants will receive consideration for employment without regards to diverse socio-economic backgrounds, ethnic and national origin, religion, region, caste, creed, race, marital status, colour, gender, age, disability status, political orientation, or sexual orientation. We discourage any form of marginalization, discrimination, or intimidation to any person(s), Group or Organizations. We have a zero-abuse tolerance policy.



Advisory Firm with a difference; set up by likeminded professionals who have been on the “other side of the table” for `3 decades and have a comprehensive understanding of the key pain areas and challenges faced by today’s CXO

Our Advisory and Assurance Lines of Practice will help you provide “one stop shop” end to end solutions in Transaction Advisory & Regulatory Compliance with key focus on Human Capital Agenda Technology, Enterprise Risk Management & Process excellence

Our Ignition Services helps mentor and guide start-ups in raising Equity and or Debt. We work closely with them in designing their Organization Structure, drafting their Business and Financial Plans

Our Think-Tank works as a catalyst for our clients. We have a dedicated Research team, over a dozen Industry leaders as dedicated “Trusted Partners” who share with us Industry Best Practices, the Macro and Micro Business Drivers that impact Business. We write and publish Featured Insights and we undertake Virtual Dialogues on topics of Political-Socio Economics

We were the “Company of the Year 2021” by Fortune India Exchange Magazine

We have Offices in Mumbai, New Delhi & Pune and Representative Offices in Dubai and London

www.caerus3advisors.com

Role: Sales Executive

Qualifications:

- Undergraduates with 0-2 Years of Experience in B2B & B2C Sales

Location: Pune & Mumbai

Roles & Responsibilities

- Understanding company's product and service offerings
- Identify opportunities for product and service upsell
- Lead Generation
- Data Management
- Email Communication
- Client and Vendor Acquisition
- Sales reporting to the key management team
- Meeting daily, weekly and monthly sales targets
- Lead generation, meeting customers and onboarding the customers and vendors
- Activation of the onboarded customers consistently
- Handling customers queries and complaints and escalate, if required, to the management
- Participate in the sale meeting whenever required
- Actively seek out new sales opportunities through cold calling, networking and channel.
- Set up meetings with potential clients and listen to their wishes and concerns and provide them the required products from the set of retailers available.
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

Must Have...!!

- Bachelor's Degree with 0-1 Years of Experience
- Excellent verbal and written communication skills in English
- Great interpersonal skills, ability to build rapport - required for close collaboration with cross-functional teams
- Self-reliant, good problem solver, results oriented
- Energetic, flexible, collaborative, and proactive; a team leader who can positively and productively impact both strategic and tactical finance and administration initiatives.
- Strong soft skills with in-depth knowledge of Microsoft Office - Excel, Word and PPT
- Exceptional written, oral, interpersonal, and presentation skills and the ability to effectively interface with senior management, board of directors, and staff
- Ability to operate as an effective tactical as well as strategic thinker
- Should have Team Management experience and should have managed large teams
- Should be able to do business development as well as close leads generated

Contact Us



For Further information, please feel free to reach out to

info@caerus3advisors.com

Caerus3 Advisors

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The graphic features a dark background with a gold Greek key border on the right side. The text is primarily in white and gold, with the company name in a stylized script font.