

FIELD SALES EXECUTIVE

Job Title	Field Sales Executive
Reporting to	Head of Sales - GPON
Department	Sales
Location	Karachi
Monthly Budget	Rs.25,000 – Rs.40,000 plus commission/allowance

About the Company

A Telecom service provider, offering Broadband Internet, Voice, Cloud and other services to its corporate and residential customers is looking for a Field Sales Executive

Main Duties & Responsibilities

- Meet and exceed sales target assigned to FSE in allocated area/region
- Must possess basic understanding of Products/Services of telecom/Internet market specially GPON
- This is an outdoor/field sales job and the person will be covering large number of customers/Home consumers on daily basis
- Should have good contacts in mid-tier corporate/SMEs in Karachi specially in all commercial & industrial areas
- Present the product to customers, make the right USP, and persuade them to buy products and services and close orders on a fast pace
- Should maintain his own database of prospects and leads on daily basis
- Besides daily market visits, periodically contact all prospects through telephone, email and introduce products and services to them
- Submit daily visit report to reporting manager
- Follow company guidelines, policies and procedures and communicate the right message to prospects and leads
- Should have own conveyance for market visits

Skills and Experience

- Must be very mobile for daily market regions across assigned region/areas
- Must possess good communication skills,
- Must be able to work under pressure, meet deadlines and maintain a positive attitude towards work
- Persuasion skills and ability to close leads
- 1-5 years selling experience in a good Internet Service provider or a reputed FMCG environment with proven track of success

Educational Qualification

- Graduate
- Business courses would be plus