

Job Information:

Job Title : Sales Executive (Telecom Systems)
No. of Position : 4-8
Start Date : ASAP
Employment Type : Full time
Pay Rate : Open
Location : Dhaka, Bangladesh (Possible Training in Dallas, TX, USA 3-6 Month/year. H1B sponsorship for right candidates is possible).
Operational Area : USA

Responsibilities: As a Sales Executive (Telecom Systems), you will be required to perform the following responsibilities, including but not limited to:

- Conduct sales of Telecom Systems (Telephone Systems (NEC, Mitel, Phonesuite, etc.), WiFi Systems (Cisco, Meraki, Ruckus etc.), TVs & Displays (LG, Samsung, etc.), Surveillance Systems, Low Voltage Cable (Structure Cabling)) in the following industries: 1) Hospitality, 2) Healthcare, 3) Enterprise
- Meet monthly/quarterly sales target set by management to generate revenue for the company.
- Generate leads through cold calling on the telephone, and networking with prospective and actual clients. Daily number of outbound calls will be assigned by the management.
- Follow up leads received through general referrals, cross-selling, advertisements and inquiries.
- Meeting potential and large client companies for potential orders to close the sale.
- Input updates from cold calls in the CRM on a regular basis.
- Establish and maintain routine weekly contact with target customers and secure business within minimum amount of time
- Generate a minimum number of prospecting phone calls as required
- Prepare business Proposals and Presentations as needed and tailored to target companies/ Local Government/ Federal Government.
- Build sustainable relationships with customer to access to customer's Executive levels
- Use technical expertise to generate creative and innovative solutions to bring business/revenue
- Perform other duties related to sales in telecom businesses.
- Input Sales update in the CRM on a regular basis.

Educational Requirements:

- MBA / BBA is must Degree from IBA/NSU are preferable.
- Engineering Degree in Electrical/ Telecommunication is a plus.
- A -level and O -level preferable
- Highly competent in spoken English (an IELTS score of 7.0 or equivalent preferable)

Other Requirements:

- Proven work experience as a Sales Executive (Telecom Systems) or similar role

Contact:

- **BD office:**
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