



## Job Description

# Sales Executive

### Company Information

Eetamax manufactures and distributes industrial LED lighting solutions and smart Lighting Automation solutions to industrial houses across India. State-of-the-art Design lab and Manufacturing plant are located in MIDC industrial area in Ahmednagar, Maharashtra. Sales offices are spread around Maharashtra, Karnataka, and Gujarat. As an active member of various lighting industry bodies like ISLE and ELCOMA, Eetamax strives to contribute to the continual progress of the Indian lighting industry.

### Position Overview

Designation:	Sales Executive
Reports to:	General Manager - Sales & Marketing

### Responsibilities

1. Field visits to present company profile and product range to prospective customers for lead generation
2. Conducting demo of our product and competitor comparison in the field
3. Support for providing/collecting demo fixtures, relevant documents, payment follow-ups, and customer service
4. Coordinating with dealers to support in their business growth

### Required qualifications

Education:	Diploma/B.Sc/B.Com graduate with excellent marks from prominent institutes. Electrical or Electronics stream preferred.
Work Experience:	0-2 years of previous work experience B2B sales experience in industrial setting preferred.
Trainings & Certifications:	N/A

### Required skills

1. Ambitious
2. Eagerness to learn about new technology and new products
3. Fluent in written and spoken communication in English, Hindi, and Marathi
4. Well versed with MS Office and Google GSuite tools
5. Confident, courteous, enthusiastic, competitive, self-starter, dependable

### Desired Demographics

Expected age	20 to 25 years
Location	Based out of Head Office in Ahmednagar, Maharashtra. Traveling to Pune and other nearby areas is expected.

### Salary range

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**Job vacancy code:** EE/0119/SL/LW/2

**Eligible for internal referral:** Yes

**Contact for applying:** hr@eetamax.com