



## Job Description

# Senior 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:	Senior Sales Executive
Reports to:	General Manager - Sales & Marketing

### Responsibilities

1. Responsible for end-to-end sales cycle from lead generation to order conversion to payment collection.
2. Answerable for monthly business generation. Must report various metrics in required formats from time to time.
3. Plan, coordinate, and organize various branding activities like exhibitions, ads, and special events.
4. Responsible for dealer engagement - fortnightly sales reviews, stock verification, and execution of support plan.
5. Complete all assigned mandatory trainings within stipulated time frame.
6. Collect market intelligence to foster growth of business in the region.

### Required qualifications

Education:	B.E./B.Tech/B.Sc graduate with excellent marks from prominent institutes. Electrical or Electronics stream preferred.
Work Experience:	2-5 years of previous work experience B2B sales experience in industrial setting preferred. Any previous experience in a dynamic start-up like setting also appreciated.
Trainings & Certifications:	N/A

### Required skills

1. Good understanding of the industrial B2B sales cycle, stakeholders involved, and documentation required
2. Eagerness to learn about new technology and new products
3. Fluent in written and spoken communication in English and Marathi
4. Well versed with MS Office and Google GSuite tools
5. Confident, courteous, enthusiastic, competitive, self-starter, dependable

### Desired Demographics

Expected age	25 to 30 years
Location	Pune, Maharashtra

### Salary range

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**Job vacancy code:** EE/0119/SL/PN/1

**Eligible for internal referral:** Yes

**Contact for applying:** [hr@eetamax.com](mailto:hr@eetamax.com)