

Sales Executive (Furniture)

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Company: Fuzu

Location: Nigeria

Category: other-general

Job Summary

Contract Type:

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Requirements and skills

Candidates should possess a BA/B.Sc degree or equivalent with 2-4 years experience

Proven sales experience in a furniture making company

Track record of over-achieving quota

Familiarity with different sales techniques and pipeline management

Computer use competency

Strong communication, negotiation and interpersonal skills

Self motivated and driven

Salary

N100,000 - N120,000 / Month.

Responsibilities

“Get the sale” using various customer sales methods (door-to-door, cold calling, presentations etc)

Forecast sales, develop “out of the box” sales strategies/models and evaluate their

effectiveness

Cross-selling products and knowing layout of the store

Provide superior customer service and support to designers

Meet or exceed monthly quarterly and annual sales

Provide superior customer service and support to designers

Maintain updated customer information including contact data special

Evaluate customers skills, needs and build productive long lasting relationships

Meet personal and team sales targets

Research accounts and generate or follow through sales leads

Attend meeting, sales events and trainings to keep abreast of the latest developments

Report and provide feedback to management using financial statistical data

Maintain and expand client database within your assigned territory

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