

Aditi Enterprises is a leading packaging solution provider based in Mumbai with a steadfast commitment to innovation and excellence, we specialize in creation custom packaging solutions that cater to the unique needs of our clients.

Our Mission is to deliver packaging that not only protects but also enhances their appeal on the market over 5 years, Aditi Enterprises has been at the forefront of the packaging industry, collaborating with businesses of all sizes and industries to design and produce packaging solutions that stand out.

We operate at a Pan India Level.

Looking professional, enthusiastic resource, who can be willing to work with Challenging with sales targets

Telesales Executive

1. Engage potential customers, provide accurate information about a company's products and services, address customer concerns and help improve sales.
2. Pro-actively following on the Leads Generated through platforms like indiamarts, Justdial, Instagram and social media to know their requirements or deals. Instagram nurturing relationships and converting leads into successful sales
3. Calling existing and potential customers to persuade them to purchase company products and services. Answering incoming calls from prospective customers
4. Demonstrating a deep understanding of our products & services to address client inquires and provide solutions that align with their needs.
5. Developing in-depth knowledge of customer products and services to make suitable recommendations based on customers' needs and preferences.
6. Ask pertinent questions to understand the customer's requirements
7. Using sales scripts to provide information to drive sales about product's features, prices etc. and present their benefits, size, approach other products refer thru our company catalogue and respond to customer rejections.
8. Record the customer's personal information accurately in a computer system tracking with feedback. Providing regular report on feedback activities, progress and challenges to company.
9. Deal with complaints or doubts to safeguard the company's reputation
10. Scheduling and conducting meetings with potential clients to present our offerings and build rapport.
11. Go the "extra mile" to meet sales quota for **incentives programs** applicability.
12. Managing customer accounts by ensuring that existing customers remain satisfied with company products and services.
13. Developing and sustaining solid relationships with customers to encourage repeat business.



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Andheri (E), Mumbai 400 072, (MH), INDIA.

Requirements

- PG program/certificate program of Welingkar Institute/Any Degree or HSC passed also welcome.
- Fresh or experience candidates are welcome. related field is experience preferred.
- Effective communication skills & Exceptional customer service skills.
- Strong negotiation. consultative sales skills, organizational & problem-solving skills
- Proficiency in all Microsoft Office applications especially MS excel.

Salary Range from Rs. 12,000 to Rs. 15,000 (depend on interview)

Contact Person: Manohar C

Mobile number: 9820501165

Email id: info@aditiprint.com

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Interview Schedules on 3rd Feb 2024 and 10th Feb 2024 from 11 am to 1 pm.

No of Positions: 4