

Notice for Placement

Job opportunity for Marketing / Business Management students.

Company Name:- **Hella Infratech Pvt Ltd**

Position:- **Sales Executive / Pre- Sales Executive**

Company Website: -<https://www.hellainfratech.com/>

Work Location:-**Pan India**

Company Background / About Company:

Hella Infratech is an ISO 9001:2015 certified company based in Mumbai with a team of highly experienced aviation enthusiasts. Our immense experience in UAVs and multi-rotor drones and specialty in real-time data feeds enables us to provide results of the highest quality and accuracy to our clients. Our primary verticals are Topographical Survey, GIS Mapping, Asset Inspection, Agricultural Services, Aerial Imagery & Videography, and Surveillances.

Our clients are very important to us and the quality and efficiency of work will always remain our first priority.

Job Profile / Responsibilities:

- Identifying, qualifying, and securing business opportunities; coordinating
- business generation activities; developing customized targeted sales strategies.
- Building business relationships with current and potential clients.
- Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs).
- Collaborating with sales and leadership to secure, retain, and grow accounts.
- Creating informative presentations; presenting and delivering information to potential clients at client meetings, industry exhibits, trade shows, and conferences.
- Creating and maintaining a list/database of prospect clients.
- To be able to travel pan India for meetings, client visits & project site inspections.
- Meeting all quotas for lead generation and meeting or exceeding annual sales goals.
- Maintaining a pipeline of all sales administration.

- Collaborating with management on sales goals, planning, and forecasting;
- maintaining short- and long-term business development plans.

Key Skills:

- A strong sense of initiative in managing and working along with diverse teams and multiple stakeholders.
- A goal-oriented individual with the ability to multitask efficiently and pay close attention to detail.
- Ability to handle objections from client's end and turn them into opportunity.
- Ability to identify the pain point of a client and offer a solution through one or other product or service.
- Strong presentation skills and the ability to articulate complex concepts to cross-functional audiences in simple terms.
- Ability to work effectively across internal and external organizations.
- Business acumen, intrapreneurial and problem-solving attitude.
- A goal-oriented individual with the ability to multitask efficiently and pay close attention to detail.
- Ability to work independently as well as in a team environment.

Required Qualification:

- 1-5 years of Business Development / Sales and Marketing experience.
- Relevant B2B sales experience in Survey/Drone/GIS industry
- Experience with lead generation and prospect management.
- Masters/Bachelors degree in Business Administration, Marketing, Commerce
- Or relevant field.
- Good communication skills in English and regional languages.
- Well versed with the use of Office, Sales/CRM Applications.

Experience: 1-5 Years

(Freshers eager to learn can also apply)

Remuneration: 2.5 LPA – 5 LPA

Interested Candidates can send their resume on below mention email id at the earliest:-

Contact Person: - Medha Nalawade

Email id: - medha.nalawade@hellainfratech.com

Contact no: -8850537052

Corporate Office: Hella Infratech Pvt Ltd. 204, Second Floor, Opal Square, Wagle Estate, Thane West, MH - 400604