

PMaps Assessment

Job Title:	Sales Specialist	Job Category:	Sales
Department/Group:	Sales and Analysis	Job Code/ Req#:	022
Location:	Mumbai - Chembur	Travel Required:	Frequently
CTC Offered	1.5 L – 2 L pa (Add on Incentives)	Position Type:	Full Time
HR Contact:	career@pmaps.in	Date posted:	June 20, 2014
Will Train Applicant(s):	Yes	Posting Expires:	July 31, 2014
Applications Accepted By:			
E-MAIL: career@pmaps.in Subject Line: Attention: Please mention the Job Title in your application subject		MAIL: HR Department - PMaps Assessment Office No.23, B Wing, Gurudev Apartments, Chembur Naka, Opposite MTNL Telephone Exchange, Chembur - 400071	
Job Description			
<p>ROLE AND RESPONSIBILITIES</p> <ul style="list-style-type: none"> • Develop inbound and outbound sales leads and respond to product inquiries on the web and email. • Cold calling prospects regarding PMaps offering to B2B segment • Run email campaigns to generate new sales prospects • Arrange and schedule demonstrations between Sales Managers and potential customers (B2b). • Manage the primary social media channels: Facebook, Twitter, and LinkedIn • Should be able to create pitches and write proposals for the client • Analytics of key Marketing metrics and conceiving ideas to improve Product, Communication. <p>QUALIFICATIONS AND EDUCATION REQUIREMENTS</p> <p>Advanced Graduate Degree in any area (Preferably IT or HR) <i>(Previous experience in assessment company preferred)</i></p> <p>PREFERRED SKILLS</p> <ul style="list-style-type: none"> • Willing to take challenges associated with the start-up environment • Strong analytical skills, with proven ability to share insights that drive results and customer value. • Self-starter, seeking a new professional challenge and a role with enormous growth potential. • Excellent oral and written communication and presentation skills. • Familiar with Microsoft Office Suite of products including Word and Excel. • Ability to quickly adopt and learn new software and technologies. • Should be capable of maintaining strong client relationships and executing strategic sales plans 			
Reviewed By:	Tarvinder Kaur	Date:	June 23, 2014
Approved By:	Tarvinder Kaur	Date:	June 23, 2014