



Smart Brew Solutions: Invitation for Placements (Marketing & Sales)

3 messages

Manjot Kaur <manjot@smartbrew.in>

Mon, May 13, 2024 at 4:13 PM

To: placements@srhu.edu.in

Cc: hr@smartbrew.in

Dear Team,

Greetings from SmartBrew Solutions!

About SmartBrew Solutions Pvt. Ltd

SmartBrew is a performance-at-core martech startup that is purposed for creating equity within and outside the organisation. With people at its core, we are a technology-first company that will continue to develop groundbreaking products to change the market. Crafted by industry experts with over 100+ years of combined experience in strategy, marketing, sales, direct sales, communication and digital domains, SmartBrew strives to be a game-changing workplace with products that solve problems and create value thus.

With India leading the world in digital transactions, we are the market where innovation will inspire scale and new horizons. Towards catering to the need of having an effective and efficient sales channel we have created a revolutionary digital sales platform called SmartJockey and we aspire to make it the largest digital sales network globally.

We would like to invite applications for the below profile: **Job Description: Marketing & Sales Executive**

Position Overview: We are seeking a highly motivated and results-driven Marketing & Sales Executive to join our dynamic team. You will play a key role in driving revenue growth by identifying new business opportunities, establishing and nurturing client relationships, and closing deals. The ideal candidate should possess exceptional communication and negotiation skills, a strong customer focus, and a proven track record of meeting or exceeding sales targets. **Responsibilities:**

- Generate and qualify leads: Proactively identify potential customers and develop a robust pipeline of sales opportunities through various channels such as cold calling, networking, referrals, and online research.
- Conduct sales presentations: Deliver compelling product presentations and demonstrations to prospects, showcasing the value and benefits of our products or services to meet their specific needs and requirements.
- Relationship building: Build and maintain strong relationships with existing clients, ensuring customer satisfaction, repeat business, and referrals. Continuously engage with clients to understand their evolving needs and provide appropriate solutions.
- Sales negotiations: Utilize effective sales techniques and strategies to negotiate and close deals with clients. Overcome objections and address any concerns to ensure a successful sales conversion.
- Sales target achievement: Meet or exceed assigned sales targets and objectives within the designated territory or market segment. Monitor and analyze sales performance metrics, identify areas for improvement, and implement corrective actions when necessary.
- Market intelligence: Stay up-to-date with industry trends, market conditions, and competitor activities. Gather market intelligence to identify opportunities for product development, enhancement, or market expansion.
- Collaboration: Collaborate closely with cross-functional teams, including marketing, customer support, and product development, to ensure alignment of sales efforts with overall business objectives.
- Sales reporting: Maintain accurate and up-to-date sales records, reports, and documentation using the company's CRM system. Prepare regular sales reports and provide timely updates to sales management on sales activities, progress, and challenges.
- Continuous learning: Stay abreast of product knowledge, industry developments, and sales techniques through ongoing training, professional development, and participation in sales meetings or conferences.

Qualifications:

- Strong interpersonal skills: Excellent communication, presentation, and negotiation skills. Ability to build rapport and establish long-term relationships with clients.
- Results-driven mindset.
- Self-motivation and resilience: Highly motivated and driven individual with a proactive approach to sales. Ability to work independently, handle rejection, and persist in pursuing sales opportunities.
- Problem-solving and adaptability: Strong analytical and problem-solving skills. Ability to quickly adapt to changing market conditions, customer preferences, and internal priorities.
- Technological proficiency: Familiarity with CRM software, sales tracking tools, and MS Office suite. Comfortable using technology for sales presentations, reporting, and communication.
- Bachelor's degree: Preferred, but not mandatory. Relevant work experience and a track record of success in marketing & sales may be considered in lieu of formal education.

If you are passionate about building businesses, have a natural flair for building relationships, and enjoy working in a fast-paced environment, we would love to hear from you. Join our team and be part of our journey to drive growth and exceed customer expectations.

Salary: 2.4LPA - 3.6LPA

Note: This job description is intended to provide a general overview of the position and may be subject to change based on organizational needs and priorities.

Please let us know if we can take it forward.

Best regards

Team HR

Manjot kaur

9654011720

Office Address -2nd Floor ,D 5/4 Okhla Phase 2 New Delhi 110044

2 attachments

 **JD-Sales-FinalPlacement (1).docx**
17K

 **AboutUs (4) (1) (1).pdf**
112K

Placements SRHU <placements@sru.edu.in>
To: Manjot Kaur <manjot@smartbrew.in>
Cc: hr@smartbrew.in

Tue, May 14, 2024 at 11:50 PM

Dear Ma'am,

Please accept my sincere thanks for sharing the JD.

As discussed, please find attached the resumes of students for your kind perusal. I request you to kindly guide me for the further process to be followed.

Looking forward to have a great association with your organization.

With warm regards,
Farhan Khan
Placement Officer
Swami Rama Himalayan University, Dehradun
[Quoted text hidden]

 **resumes-srhu.pdf**
124K

Manjot Kaur <manjot@smartbrew.in>
To: Placements SRHU <placements@srhu.edu.in>

Wed, May 15, 2024 at 1:05 PM

Dear Farhan,

I kindly request you to schedule an interview on 20th May at 11:30 AM. I am available and eagerly looking forward to discussing qualifications further. Thank you for your attention and prompt response.

Best regards,

Manjot HR
9654011720

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