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Dabur Careers – Fast Job – Job Vacancy For B2B Sales Specialist Post

Hiring organization
Dabur

Job Location

India
Remote work from: IND

Date posted
January 25, 2024

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Valid through
31.08.2024

Base Salary

USD 13 - USD 27

APPLY NOW

Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Dabur Careers

As a B2B Sales Specialist at Dabur, you'll play a critical role in driving B2B revenue and solidifying our position as a trusted partner for businesses across India. You'll be responsible for developing and nurturing relationships with key B2B clients, identifying and exploring sales opportunities, and ultimately exceeding set sales targets.

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Dabur Careers

Responsibilities:

- **Prospecting and Lead Generation:**
 - Actively identify and qualify potential B2B clients within your assigned territory.
 - Develop strong relationships with decision-makers and understand their specific needs and requirements.
 - Generate qualified leads through effective networking, cold calling, and participation in industry events.
- **Sales and Business Development:**
 - Craft compelling sales presentations and proposals showcasing the value proposition of Dabur's B2B offerings.
 - Negotiate and finalize contracts with clients, ensuring win-win outcomes.
 - Provide exceptional customer service, building long-term trust and

loyalty.

- **Reporting and Analysis:**

- Maintain accurate records of sales activities, track progress against targets, and prepare insightful reports.
- Analyze market trends and competitor activity to inform sales strategies and contribute to market expansion initiatives.

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Skills & Qualifications:

- Proficient communication skills, both written and verbal, with the ability to tailor messaging to different audiences.
- Strong negotiation and closing skills, coupled with the ability to build rapport and establish trust.
- Proven ability to manage time effectively and prioritize multiple tasks in a fast-paced environment.
- Excellent analytical and problem-solving skills with a customer-centric approach.
- Bachelor's degree in Business Administration, Marketing, or a related field preferred.

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