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Vistara Recruitment 2024 – Latest Jobs – B2B Sales Specialist Post

Hiring organization
Vistara

Job Location

India
Remote work from: IND

Date posted
January 5, 2024

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Valid through
31.08.2024

Base Salary

USD 14,300 - USD 20,800

APPLY NOW

Qualifications

12th Passed

Employment Type

Full-time

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Description

Vistara Recruitment 2024

As a B2B Sales Specialist, you'll be the engine driving our customer acquisition and account management efforts. You'll wear multiple hats, from prospecting and lead generation to building trust with decision-makers and closing deals. This is more than just a job – it's an opportunity to become a trusted advisor, a strategic partner, and a key contributor to our success.

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Vistara Careers

Responsibilities:

- Develop and execute a comprehensive sales strategy to identify and qualify new leads within assigned target markets.
- Engage in consultative selling, actively listening to customers' needs and tailoring solutions to address their specific challenges.
- Nurture relationships with existing clients, providing ongoing support and exceeding their expectations to encourage repeat business.
- Prepare compelling presentations and proposals that showcase the value proposition of our products and services.
- Negotiate contracts and ensure timely deal closure, exceeding assigned quotas and contributing to the team's overall revenue goals.
- Stay up-to-date on market trends and competitor activity, continuously refining your sales approach for maximum effectiveness.

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Vistara Jobs Near Me

Skills:

- Excellent communication and interpersonal skills, with the ability to build rapport and trust with diverse stakeholders.
- Strong analytical and problem-solving skills, with a proactive approach to identifying and overcoming sales obstacles.
- Proven ability to manage multiple priorities and deadlines effectively in a fast-paced environment.
- Proficiency in CRM and other relevant sales technologies.

Important Links Find the Link in [Apply Now](#) Button

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