



**Job Title: Sales Executive**

**Location: Pune, Mumbai, Ahmedabad, Kolkata, Bhubaneswar, Goa, Siliguri**

**Experience (in years): 0-3 years**

**Nature of work: Full-time**

- **About Get Set Learn:**

We are reimagining school education for the 21st century. Our focus is to build better learning experiences for schools and students. We aim to curate the learning needs of students across multiple grades and age groups onto a single platform and enable schools with new-age solutions to address the challenges of the digital future and the National Education Policy. Get Set Learn [formerly Uniform Junction] is an Arvind Mafatlal Group Company - a 100+ year old conglomerate that has served the school ecosystem for decades.

- **About the Role:**

Get Set Learn is hiring for the role of Sales Executive based in Bhubaneswar. We are seeking a great communicator with excellent interpersonal skills for the said role. The Sales person will be responsible for developing business by building a strong network in the Education segment amongst all the stake holders of schools in the assigned territory. He should be able to carry out cold calls, develop leads, present the products, organise Demo, close cases and ensure to deliver proper after sales service. The eligible candidate should be tending to needs of the Institutions and communicating regularly with higher authorities with feedbacks.

- **Responsibilities**

- Present, promote and sell products/services to existing and prospective customers/ Educational Institutions.
- Develop leads, follow up, organise Demo & Close.
- Establish, develop and maintain positive business and customer relationships.
- Expedite the resolution of customer problems and complaints to maximize satisfaction.

- Achieve agreed upon sales targets and outcomes within schedule · Analyse the territory/market's potential, track sales and status reports.
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends.

- **Requirements and skills**

- Excellent Inter personal skills.
- Good in Excel, Word & PPT.
- Familiarity with BRM and CRM practices.
- Prioritizing, time management and organizational skills.
- Ability to create and deliver presentations tailored to the audience needs.
- Relationship management skills and openness to feedback.
- Bachelor's degree in business or a related field.