



Company Name: Lsquare Eco-Products Pvt. Ltd.

Industry: Paperboard and industrial packaging

Profile: - Sales Manager (North)

Location: Mohali

Experience: 3 - 5yrs

Salary Package: Upto 6 LPA

**Roles and Responsibilities of Sales Manager:-**

- Is responsible for the overall sales in the region.
- Is responsible for expanding the business by acquiring new accounts. He is expected to maintain a good relationship with existing clients and should continue to advise and offer them better products and services to increase sales growth.
- Is responsible for driving all efforts in hitting the sales target to be able to obtain the desired profit. He is also responsible for creating and formulating plans to continually achieve sales growth.
- Is responsible for devising sales plans and strategies to be able to ascertain hitting the sales goals of the company.
- Is responsible for the assessment and appraisal of sales methods and systems in terms of augmenting company sales goals.
- Is responsible for giving suggestions and recommendations to clients in terms of service improvement and advancement to develop customer satisfaction and to ensure future business relationships with the customers.
- Is responsible for maintaining a pipeline of all sales administration using CRM software.
- Is responsible for providing consistent market and competitive landscape in the assigned region.

**Mandatory Skills Set:**

- Possesses an energetic, outgoing, and customer centric
- Go getter attitude and decision-making skills.
- Presentation skills
- Networking and communication skills
- Demonstrated and proven sales results
- Excellent written and verbal communication
- Experience with lead generation and prospect management
- Experience in handling OEM.
- Analytical ability and time-management skills
- Proficient in MS office.
- Proficiency in reading 2D and 3D drawings.

**Required candidate Profile:-**

Qualification: Any graduates, Packaging background preferred

Language Known: English, Hindi & Punjabi.

Gender: Male

Flexible to travel

**Contact Person:-**

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