

<b>Organization:</b>	Basic Elements
<b>Designation:</b>	Partner Account Manager
<b>Experience:</b>	Min. 2 to 5 years (mandatory)
<b>Age:</b>	23 - 27
<b>Preferred Previous Work Experience:</b>	Sales
<b>Qualification:</b>	B. Tech - Mechanical or Electrical or/and MBA
<b>Job Specification:</b>	Accountable for the revenue generation and converting contacts into contracts. Enhancing capability of partners through training possibilities and demonstrations. Maintaining key clients. Liaison with consultants and Architects and other providers of referrals for sales of Ignicop
<b>Job Description:</b>	<ul style="list-style-type: none"> <li>• Creating and executing a Sales Strategy for the company.</li> <li>• Generate sales revenue from First of its kind product.</li> <li>• Meeting all the leads provided by the marketing teams.</li> <li>• Visiting high Rise Residential Apartments for Product subscription and AMCs</li> <li>• Following up on Paid media leads.</li> <li>• Demo of Product for Sales conversion.</li> <li>• Accelerate Franchises to achieve their goals.</li> <li>• Create client base for Product subscriptions and AMCs</li> <li>• Meeting Consultants, Architects and Other Referral Givers.</li> </ul>
<b>Knowledge:</b>	Ms Office, Excellent communication Skills in English, Social Media Trends, Reporting and Updating.
<b>Key skills:</b>	Listening, Communication , Collaboration, Problem Solving, Report Builder
<b>Additional Preferences:</b>	Should have been a B2B salesperson, Energetic Go Getter, Service oriented.
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