

NOTICE

Placement – Methodex Systems Private Limited

Methodex Systems Private Limited is one of India's leading diversified solutions companies that has marked its presence across varied segments like Government Enterprises, Public Sector Units, Banks, Offices, Institutions and Commercial Establishments. With more than 100,000 satisfied customers, we are committed to ensure customer delight, supported by our unique customer care process, starting from need analysis to after sales service. Established in 1960, Methodex is a professionally run organization with steadfast business ethics and farsightedness. All these years Methodex has been serving its clients through nationwide direct marketing pipeline of 32 Regional Offices and presence in over 100 locations manned by a workforce of over 1,000 professionals.

Website : www.methodexsystems.com.

Job Title: Territory Sales Executive for Ahmedabad (Ashram Road) location.

Salary : The package would be this role 3-5 LPA.

POSITION: - Territory Sales

JOB DESCRIPTION:

Sales and Marketing / Business Development

- Managing sales and marketing operations thereby achieving increased sales/maximizing profit in assigned territory.
- Initiating and developing relationships with key decision makers in target organizations For business development
- Formulating & devising competitive selling programs/strategies to improve the product awareness and enhance business growth.
- Territory List to be followed strictly and all accounts to be covered .

Customer Relationship Management

- Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
- Attending to clients concerns & complaints and undertaking steps for effectively resolving Them.
- Interacting with the customers to gather their feedback regarding the products' utilities.
- Maintaining cordial relations with customers to sustain the profitability of the business.

Job Responsibilities:

- Develop and execute company sales strategies (as per various communication from HO) to meet company target and objective .
- Keep close eye on all upcoming new construction of Civil building tenders & building Renovation tender in their territory thru e-procurement website or Infra agency.
- Cultivate strong relationship with Infra Dept, Architect, End user , Project Management Consultancy and Contractor.

- Identify and engage with Key decision maker in target organisation for business development.
- Execute direct sales initiative targeting various sector including Central Govt institutions /State Govt Directorate / Institutions, Defence, Infra Dept, Health care, Banking, Financial Institutions, Corporates, NBFC including private organisations.
- Continuously engaged with customer and Architect to showcase company products and address their need effectively.
- Ability to read and interpret drawings and break down the list of furniture required in the Prospect.
 - Acquisition of new clients and ensuring continuous business from them.
 - Managing relationship with existing accounts and taking out business from them.
 - Maintaining regular contact with existing customer and provide customer satisfaction.
 - Identify and penetrate into potential new business / customers to develop new accounts
 - Evaluating customer requirements / potential.
 - Providing alternative solutions proposals focused on customer's need
 - Updating customers regularly on new product / services/ business offerings.
- Business Development
- Knowledge and expertise in Gem .
- Identifying & prioritizing prospect
- Final negotiations and finalizations of the orders.
- Manage proper Execution of the orders, handling complaints and ensure customer satisfaction.
 - Clients handling, Grievances handling.
 - To ensure timely payments collections.
 - Self-Motivate
 - Facilitate co-ordination between sales, support and development teams to ensure the smooth execution of the orders.
 - Generating the additional & new revenues from the existing customers by providing them
 - new enhancements.
 - Developing relations with the top corporate authorities
 - Managing the tenders for the prospective clients.

Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu) Placement Coordinator, Rai School of Management Studies) by July 08, 2024.

**Rajesh Nair
Training & Placement
Corporate Resource Cell**