

AGS CHENNAI SALES EXECUTIVE

AGS is the leading French group with an international presence in the Mobility and Records Management industries.

We are a key role player in the mobility of executives, diplomats, members of international organisations and from the private sector. AGS in India focuses on the delivery of the following services: international and domestic removals, office removals, logistics projects, relocation projects, and records management.

Complete client satisfaction is an essential goal underlying the activities of AGS. Our strength lies in our knowledge of the market, our discipline, our client orientation and in our availability.

AGS is a dynamic company which offers its members of staff real prospects for career advancement and growth within the company. The prosperity of the group is a result of our know-how and the professionalism of our employees.

We are currently recruiting a **Sales Executive** to be based in **Chennai, India**.

POST DESCRIPTION:

The Sales Executive's responsibilities include discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. Ultimately, you'll help us meet and surpass business expectations and contribute to our company's rapid and sustainable growth. Thanks to your conquering and entrepreneurial spirit, you will contribute to the growth of the Chennai entity and the company as a whole. Your duties will include:

- Actively seek out new sales opportunities through cold calling, networking, and social media. Conduct market research to identify selling possibilities and evaluate customer needs
- Set up meetings with potential clients, and assess their wishes and concerns. Prepare and deliver appropriate presentations on our services
- Negotiate/close contracts, handle complaints or objections, maintain relationships with clients, maintain client records, and ensure timely invoicing and payment of sales
- Create frequent reviews and reports with sales and financial data for management reporting
- You will represent the company at various business development events, always keeping a finger on the pulse of the industry and competitor developments and trends, to ensure that the company can stay ahead of the curve
- Gather feedback from customers or prospects and share with internal teams, collaborate with team members to achieve better results, and working towards achieving monthly/quarterly/annual sales targets

CANDIDATE PROFILE:

Over 2 years of experience in a similar role is essential, with a B2B background, with hands-on experience with CRM software. You must have complete fluency in English and Tamil. The position requires strong business acumen, coupled with a determined and results-oriented mindset. We are looking to recruit a candidate with excellent interpersonal, communication and presentation skills, being able to work with and understand different cultures, comfortable with reaching out to potential customers to demonstrate our services and products through email and phone. Dedicated to absolute client satisfaction, this will require you to work irregular hours.

THE OFFER

A local contract in India, with a salary commensurate with the candidate's skills and experience. We offer an attractive commission structure which is based on results and Key Performance Indicators.

How to Apply

Should you be interested in pursuing this exciting opportunity, you are requested to submit your up to date CV and Letter of Motivation (*including your salary expectation*) to abhinek.abhilashi@ags-globalsolutions.com. Please quote the title of the position in the subject line of your e-mail.

General Recruitment Terms

Although we appreciate all applications, we can only correspond with short listed candidates. Should you not have received feedback on your application within four weeks of applying, please consider your application unsuccessful. AGS reserves the right to withdraw any advertised vacancies at any time and at its own discretion, as well as the right to not make a placement. Unsolicited submissions from recruitment agents will not be considered. The interviewing and appointment process will take place in accordance with the AGS Group's policies and procedures and may involve several steps.

By submitting your application, you agree and consent to the processing, administration and archiving of your personal data contained in your CV and other application documents, in accordance with the relevant legislation (as may be amended) for the purposes of registration and recruitment of candidates.

AGS strongly promotes diversity in our workforce and applications from all sectors of society are encouraged. However, as an inherent requirement of the position, the successful candidate must have the right to live and work in India.