

BASANTI DEVI COLLEGE

19.03.2022

Recruitment Company: Wellman Finance Pvt. Ltd.

1. Designation – Corporate Relationship Executive.
2. Educational qualification – Any graduate.
3. Language requirements – Bengali must, Hindi & English.
4. Job location – Beckbagan, Kolkata, next to Minto Park.
5. Salary – 12k to 15k +Incentives.
6. Can fresher's apply – yes, experienced preferred.
7. Gender – Female.
8. Other requirements – Aggressive, presentable, good communication.
9. Total requirement – 10+
10. Process – Sales (B2C)

Job description:

B2C sales, your responsibilities include:

- Listen to customer requirements & present appropriately to make a sale.
- Maintain & develop relationships with existing customers in person via telephone calls & emails.
- Cold calls to arrange meetings with potential customers to prospect for new business.
- Respond to incoming email & phone enquiries.
- Act as a contact between a company & its existing & potential markets.
- Negotiate the terms of an agreement and close sales.
- Gather market and customer information's.
- Challenge any objections with a view to getting the customer to buy.
- Advice on forth coming product developments & discuss special promotions.
- Make accurate, rapid cost calculations and providing customers with quotations.
- Create detailed proposal documents, often as a part of formal bidding process which is largely dictated by the prospective customers.

Skills:

You'll need to have:

- The ability & desire to sell.
- Excellent communication skills.
- A positive, confident & determined approach.
- Resilience & the ability to cope with rejection.
- A high degree of self – motivation & ambition.
- The skills to work both independently & as a part of a team.
- Capability to flourish in a competitive environment.
- A good level of numeracy.

3 important qualities of customer service: Professionalism, patience & a “people-first” attitude. Although customer service varies customer to customer, as long as you are following the guidelines, you are right on the track

Wellman Finance Pvt. Ltd.

Address:

224, AJC Bose Road, 7th floor, Krishna Building, Beckbagan, next to Minto Park, Kolkata.

Contact:

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Please contact Prof. Ankhi Sen Sanyal (+91 98301 12110) for further enquiry.