



Job Vacancy: Sales Executive in Perfume Company

Salary: N50,000 + Compensation

Location: Lagos

Job Brief

A fast growing perfume distribution company seeks a competitive and trustworthy Sales Executive to help build their business activities. The successful candidate will have a result oriented sales approach, professional sales skills, excellent customer service and communication skills. The candidate will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction.

Daily Duties

- Conduct market research to identify selling possibilities and evaluate customer needs
- Negotiate/close deals and handle complaints or objections
- Actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Collaborate with team to achieve better results

Knowledge and Skills

- Proven experience as a sales executive or relevant role
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- Strong customer service skills Proficiency in English
- Excellent knowledge of MS Office

To Apply

- Write a 500-word sales strategy document on “**Deepening offline and online sales for a mass market perfume product**” and append to it your CV as **one file/document** in MS Word or PDF format.
- Send your application as an email titled: **VIP Sales Executive Application** to segun@caseray.com.ng on or before January 4, 2018.
- Only successful candidates will be contacted. Interview is conducted on a rolling basis.