

Sales Executive

Pragati Systems

Experience: Fresher

CTC: 3.5 LPA

Location: Indore

Job Description

Pragati Systems is looking for Executive - Sales (multiple roles & verticals available) for its domestic business. The Sales Executives will work collectively as a part of the sales team and each executive will be responsible for independently handling one key business vertical - Corporate Sales, Projects/Government Tenders, Educational/Institutional Sales and Dealer Business. The ideal fit for the above role(s) would be someone who has very strong communication skills, respects time, loves keeping the environment around themselves organized and is willing to travel places to meet business requirements.

Responsibilities:

- The candidates for this role will handle one of the four key business verticals of the Company i.e. Corporate Sales, Projects/Government Sales, Educational/Institutional Sales and Dealer Sales. As a part of the sales team, the Sales Executives must report to the Manager - Sales (India) for different projects, tasks & activities.
- The candidates for this role must ensure end-to-end planning and execution of all activities (data generation, lead generation, calling & meeting, quotations & sales orders generation, invoicing as well as feedback & query resolution) pertaining to their allotted business vertical.
- know how of government purchase process and GEM portal sales would be an added advantage
- The candidates at this role will attend to all product inquiries, classify them (based on the business vertical to which they belong to), assign the inquiry to the concerned person, who would monitor it completely until it is resolved/closed.
- The candidates for this position must prepare and present/submit daily, weekly and monthly reports for effective tracking of various sales activities such as leads, conversions, challenges, pricing, suggestions etc. And must open for extensive travelling
- The candidates for this position will interact with the customers (existing/new) & their team/decision makers, and generate business.
- The candidates for this role will recommend changes in products, services & pricing by evaluation of results and competitive developments.
- The candidates will play an essential role in timely addressing customer complaints, by investigating problems, developing solutions, preparing reports, and making recommendations to the management.

- The candidates will use strong IT skills to search, identify and pitch new customers (through various promotional tools) in their respective business vertical, and generate fresh leads and new customers.

Role: Sales Executive

Industry: Manufacturing

Functional Area: Sales, Business Development

Employment Type: Full Time, Permanent

Role Category: Sales Executive

Education

UG: Any Graduate

Key Skills

Sales Executive, Business Development

Contact Person

Rajesh Kumar

HR - Pragati Systems

About

Pragati Systems® is a leading Indian brand of office supplies, presentation products, educational and training aids, founded in 1985 in Indore by Mr. Manoj Jain. The company focuses on helping students, professionals, and organizations communicate effectively through smart display, training, and presentation solutions. With a strong team of over 175 professionals, three manufacturing units, 150+ product variants, and a wide dealer network across India, Pragati Systems serves millions of customers through both online and offline channels.

Its advanced manufacturing facility, spread over 1,00,000 sq. ft., is equipped with modern metal, plastic, and wood processing machinery. With capabilities such as CNC cutting, fabrication, plastic moulding, powder coating, and woodworking, the company produces high-quality office supplies, presentation products, and modular furniture solutions while maintaining strong quality standards and innovation

Products

We specialize in the manufacturing of an array of Office, Art and Educational Supplies. Our product range includes-

- Writing and Display Boards
- Magazine & Display Stands
- Art & Display Easels

- Flip-chart and Whiteboard Easels
- Welcome Boards and Lobby Stands
- Newspaper Reading Stands
- Ammonia Printing Machines
- Podiums and Lecture Stands
- Executive Cabin Desks
- Standard Tables
- Conference & Meeting Tables
- Workstations (Desking)
- Workstations (Cubicles)
- Reception Counter
- Wooden Storage Units
- Smart Desks & Dual Desks
- Computer Lab & Library Desks
- Science Labs
- Canteen & Cafeteria Furniture
- Library Racks
- Hostel Beds
- Office & Computer Tables
- Metal Storage Units
- Compactors
- Executive Chairs
- Revolving Chairs
- Visitor Chairs
- Study & Writing Pad Chairs
- Cafeteria & Lunch Chairs
- Office Sofas

What are we looking for?

Pragati Systems hires enthusiastic individuals who are passionate about making a significant impact to the organization and the world around them. But it's not just about GPAs and magna cum laude, we're looking for all-rounders, independent thinkers who thrive as part of a team. We recognize that everyone is different and everyone will bring their own unique experiences and perspectives to the team.

Company Info

Website: <http://pragatisystems.com/>

Address: 35/B, Sector C, Sanwer Road, Indore - 452015 , Madhya Pradesh, India