


Assistant Key Account Manager

Trillium Information Security Systems

	Total Positions: 1	Experience: 2-4 Years
	Gender: Any	Travel Required: Not Specified
	Min Education: BBA-MBA	Job Shift:
	Career Level: Experienced (Non Manager)	Salary Range: Confidential
Category/Industry: Information Technology, Security		Max Age Limit: 18-25 Years
Posted on: 04 November 2016		Expiry Date: 04 February 2017
Job Type: Not Specified		

Job Description:

- Visit clients to demonstrate use of products, show samples and take orders
- Arrange a schedule of visits to major potential buyers by contacting people and making appointments
- Develop and update knowledge of their own products and the products of their competitors
- Speak with other sales and marketing personnel in their company to determine the best methods of promoting products
- Establish customers' needs and explain and demonstrate products to them, which may involve providing technical descriptions of products and how they may be used
- Quote and negotiate prices and credit terms
- Prepare contracts and record orders
- Report to employers on sales and provide feedback about the marketing of new or established products
- Carry out formal presentations of products using videos and other training aids, attend promotional markets and organize product displays
- Work on telemarketing campaigns
- Plan and work towards meeting sales targets and budgets

Required Skills:

adaptability and ability to work under pressure, information security, market knowledge, Presentable Personality, Sales and Marketing

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