



Ruhvenile[®] Biomedical OPC Pvt. Ltd.

Plot No. 08, OCF Pocket Institution, Sarita Vihar, New Delhi 110076, India

SALES EXECUTIVE - JOB DESCRIPTION

Date: 29-06-2024

Job Title: Sales Executive

Location: Sarita Vihar, Delhi

Department: Sales

Job Type: Full-time

Experience: 2 years (Required)

Language: English (Required)

Work Location: In person

About Us:

Ruhvenile[®] Biomedical is a pioneering leader in health tech, dedicated to advancing healthcare through innovation and excellence. We are committed to improving patient outcomes and transforming the industry with our cutting-edge solutions. We are seeking a motivated Sales Executive to join our dynamic team and drive our sales efforts in the region.

Job Overview:

The Sales Executive will be responsible for generating leads, identifying new business opportunities, and achieving sales targets. This role requires a results-driven individual with strong sales acumen, excellent communication skills, and a passion for healthcare innovation.

Key Responsibilities:

Sales Development:

- Prospect and qualify leads through cold calling, networking, and referrals.
- Identify client needs and propose suitable products or solutions.
- Develop and maintain strong relationships with prospective and existing clients.

Sales Strategy and Execution:

- Implement sales strategies to achieve and exceed sales targets.
- Prepare and deliver compelling sales presentations and proposals.
- Negotiate contracts, terms, and pricing with clients.

Client Relationship Management:

- Provide excellent customer service and support to clients throughout the sales process.
- Address client inquiries and concerns in a timely and professional manner.
- Ensure client satisfaction and retention through proactive account management.

Market Analysis and Reporting:

- Conduct market research and competitive analysis to identify trends and opportunities.
- Monitor sales performance metrics and prepare regular sales reports.
- Provide feedback to management on market dynamics and customer needs.



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Team Collaboration:

- Coordinate with internal teams, including marketing and technical support, to meet client requirements.
- Collaborate with colleagues to share knowledge, best practices, and strategies for success.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or related field.
- Proven experience (2 years) in sales roles, preferably in healthcare or technology sectors.
- Strong sales skills with a track record of achieving targets and closing deals.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Proficiency in CRM software and Microsoft Office Suite.

What We Offer:

- Competitive salary and commission structure based on performance.
- Opportunities for career growth and advancement.
- A supportive and collaborative work environment.
- The chance to contribute to the growth and success of an innovative company in health tech.

How to Apply:

Interested candidates are invited to submit their resume and cover letter to career@ruhvenile.com with the subject line "Sales Executive Application – [Your Name]." Applications will be reviewed on a rolling basis.

Ruhvenile[®] Biomedical is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.