

Job Description

Executive – Sales (Chennai)

Key Responsibilities

- Identifying potential prospects for KATHA Books that includes Distributors, Schools, Retailers, Non-Profits, and Government Departments of Education and Libraries
- Showcasing Katha's unique body of work and value-added offerings
- Identifying new opportunities with existing customers
- Nurturing, growing and managing Key Account relationships
- Negotiating terms and closing orders that meet Katha's discount and credit policies
- Achieving Monthly Revenue and Collection goals
- Creating, updating and maintaining all customer data, opportunity information and communication history in the CRM in a timely and accurate manner

Skills

- Highly self-motivated
- Aptitude to learn fast
- Excellent attention to detail
- Excellent interpersonal skills
- Good written & verbal communication
- Advanced user of MS Excel / Google Sheets and MS Word / Google Docs

Experience

- Minimum 2 years of sales experience in Children's Book sales, with a successful track record of meeting sales quotas

Location – Chennai

Email your CV to careers@katha.org using the subject “Executive – Sales (Chennai)”