

## Job Description: Sales Executive

We are looking for result oriented, passionate and like-minded people to join us in our exciting journey. At UtopiaTech we believe in free thinking and always encourage innovative ideas.

### Role and Responsibility

- Successful implementation of sales planning at the market place
- Managing end to end enterprise sales.
- Dealing with Infrastructure companies, Builders, Corporates and Institutions.
- Assist in the execution of the Go-To-Market plans and the sales operations.
- Building and maintaining the relationship with partners & key decision makers.
- Lead generation & maintaining healthy sales pipeline in order to accomplish organization's revenue goals.
- Passionate about creating market for new and innovative products.

### Candidate Skill Set

- Go-getter with passion for technical sales
- A team player with excellent analytical, problem solving skills
- Experience in B2B selling of electrical and automation solutions/products.
- Should have strong & effective communication and negotiation skills.
- Self-motivated and able to independently manage and close deals.

### Qualification

- MBA or Bachelor degree in electrical and related discipline or equivalent experience.
- Experience of 1-3 years in B2B selling in electrical/Lighting/Energy domain.

### Remuneration

- CTC 3 to 6 LPA + Incentives based on performance

### Contact

We want to fill this position quickly, so join us and be part of our team. Mail your resume at [solutions@utopiatech.in](mailto:solutions@utopiatech.in) .

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