

## JOB DESCRIPTION

**Title:** Sales Executive  
**Division:** Business Development  
**Status:** Open as on 07.08.2021  
**Priority:** High

### About

Thingstel Tech Solution India Pvt Ltd is an IoT (Internet of Things) based startup in Bengaluru that focuses on innovative solutions for process and equipment control using IoT devices to collect data. The data is then run through our machine learning and artificial intelligence algorithms to do predictive maintenance of equipment, keep a record of process data for quality audits and so on.

### Job Description

Role in the sales team which includes the following responsibilities

- Lead generation and qualification
- Formulating sales strategies for new and existing clients
- Market research to identify potential areas of expansion
- Make quotations, negotiate contracts and see through projects until execution
- Generate and update required reports
- Active participation in product launches as well as expansion of business

### Minimum Qualification & Requirements

- Diploma or Degree in Engineering
- Confident personality with decent command of English & Hindi. Knowledge of Tamil & Kannada would be an added advantage.
- Must be well spoken and be interested to work in sales
- Must be willing to travel extensively across India to visit customers
- Fluency in Office 365

### Experience

- 2-4 years' experience in Sales of Technical products or software solutions
- Experience of working in an Agile Environment is a plus

### Knowledge

- Knowledge of cloud services, Internet of things & Software as a Service (SaaS) would be a great advantage
- Must be proficient in using the computer and office applications such as Word, Excel, Powerpoint is a must

### Location

- Bengaluru

### Compensation

- For experienced candidates, salary will be according to industry standards and in line with experience

Please send resumes to [Avinash.anand@thingstel.com](mailto:Avinash.anand@thingstel.com) for evaluation. We can first conduct a telephone interview and then a personal interview if necessary.