

## **Job Description**

We are looking for a Female profile with sales experience in Interior designing & Architectural Industry. As an Inside Sales Executive for Interior Design Projects, your responsibility includes:

Position: Client Relations Executive - Interiors

Report to: CEO

- Prospect and acquire new clients., discuss and understand their requirements in detail
- Be the voice of Gospaze and educate clients about our revolutionary design and execution capabilities
- Be part of the Project Team at pitching stage and endeavor to bring the interaction to a positive closure.
- Building an ongoing relationship with clients and new prospects.
- Interacting with customers, understanding their design requirements, presenting the product and design.
- Ensure that client requirements are captured, understood, agreed and delivered in a manner which creates positive client perception by engaging in constant expectation setting with client organization at all levels required.
- Visiting the client's site, giving proposals of design, quotation and presentation.
- Interaction with site coordinator and also making site ready for installations.
- Discussing and formulating quotations, Monitoring presale and post sale follow up.
- Following up on clients. Collecting requisite fees and agreement amounts Achieve assigned sales targets in terms of New Client Acquisition, number of projects and value and build a robust pipeline of Business Leads.
- Organizing requisite documentation.
- Interacting and building the brand with architects, interior designers, real estate developers etc.
- Achieve assigned sales targets in terms of New Client Acquisition, number of projects and value and build a robust pipeline of Business Leads.

### **Desired Candidate Profile:**

- Should be experienced in Interior Designing Sales with knowledge of designing, engineering, dimensions, materials, colour, etc.
- Minimum 1-3 Years of exp in a related field.
- Demonstrated experience in sales, marketing, relationship-building, and business development activities.
- Knowledge & Experience in Small/Large Residential Projects.
- Advanced verbal and written communication skills.

Job Type: Full-time

Salary: ₹12,000.00 - ₹20,000.00 per month

**Speak with the employer**

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