

Role: B2B Sales

Job brief: B2B Sales Officers are responsible for driving the core business growth of Khareed by engaging with other companies and sharing Khareed's value proposition with them.

This role requires strong interpersonal and communication skills, a high degree of motivation and a highly positive attitude. This role requires daily market and customer visits.

The ideal candidate will have prior sales experience in the B2B trade or manufacturing sectors.

Duration: Full time, permanent role with a meritocratic growth trajectory based on periodic performance reviews. Typical growth trajectory is 2 to 3 years before promotion to the next level. Strong performers can expect faster growth.

Responsibilities:

- Execute client acquisition strategy by meeting with and pitching to potential clients, including businesses, manufacturers, wholesalers, traders, and retailers
- Explain Khareed value proposition, products and services to clients
- Proactively market Khareed products and services
- Generate and convert new sales leads
- Develop and maintain strong customer relations; proactively serve client needs and market additional products and solutions based on client needs
- Oversee customer order and sales transactions being conducted

Requirements:

- High degree of motivation
- Strong sense of ownership and responsibility
- Strong people capabilities and willingness to develop relationships
- Strong interest in business, trade, commerce, and industry
- Good commercial awareness and pragmatic judgment
- Willingness to do field work and customer visits
- Openness to new ideas and ways of thinking
- Prior experience in sales and marketing in B2B environment required

Compensation: We offer market-competitive compensation based on qualifications and experience and supplement this with a generous incentive structure. Compensation grows exponentially based on performance, role and tenure.