

Sales Executive (IT Services)

Sales

Experience

1-2 yrs

Location

Phase 8B, Mohali - On-site

Openings

2 Position(s)

Current Status

Urgent Hiring

Job Type

Full-time

Job ID

#2

Job Description

We are looking for a confident Sales Executive to meet clients, close deals, follow up on leads, and manage the complete sales cycle for Makes360's IT services.

Key Responsibilities

- Meet clients across Mohali/Chandigarh region (field visits).
- Handle inbound leads from Justdial, website, WhatsApp, Emails and calls etc.
- Understand client requirements and pitch suitable services (Website, ERP, CRM, Marketing).
- Prepare proposals, quotations, and pricing as per guidelines.
- Maintain CRM daily (leads, follow-ups, stages).
- Build strong relationships for repeat & referral business.
- Report daily activity to management.

Required Skills

Strong communication and negotiation skills.

Presentable personality and confidence.

Must have basic IT knowledge (Website, App, Digital Marketing).

Ability to travel for client meetings.

KPI & Performance Targets

- Monthly revenue target achievement.
- Minimum number of daily follow-ups & meetings.
- Conversion ratio (lead → client).
- Repeat/upsell revenue.
- CRM reporting accuracy.

Salary & Benefits

- ₹18,000 - ₹30,000 per month
- Incentives: Up to 7% commission on sales.
- Travel allowance + office mobile phone.

Why Work With Us?

- High-quality inbound leads from multiple channels.
- Work directly with the founder.
- Opportunity to earn high Incentives.
- Exposure to IT & marketing service sales.

Growth Path

- Sales Executive → Senior Sales Executive → Sales Manager → Business Development Head

Apply Now: Send your resume to hr@makes360.com with subject "Application for Sales Executive (IT Services)"

Visit us at: <https://www.makes360.com/careers>