

Sales Manager

Smart Air is a social enterprise and certified B-Corp that combats the dangers of air pollution with free education and cost-effective air purifiers. We have offices in India, China, Bangladesh, Indonesia, the Philippines, Thailand, US and the UK. We shipped more than 100,000 air purifiers to more than 30 countries and hosted more than 1,000 free education workshops about air pollution.

THE JOB

We are an ambitious, dynamic, and fun organization that has big plans. For our expanding mission, we are looking to hire a passionate, self-motivated Sales Manager committed to our mission to provide affordable clean air and create positive social change.

Job Description & Tasks

- Generate new business leads for our B2B projects and identify the potential clients
- Reach out to B2B prospects and other organizations through different mediums to conduct product presentation, demonstration, testing, air quality audits, follow-ups, and sales
- Develop a comprehensive annual sales strategy to maximize sales opportunities
- Educate and provide information about our cost-effective solutions to prospective clients
- Drive sales by securing commitments and providing great service to clients
- Provide daily, weekly, monthly and annual marketing and sales reports/analysis
- Achieve and maintain monthly sales targets
- Conduct periodic demand-generating activities to promote the brand
- Contact prospective resellers/distributors for building a distribution network and increasing sale
- Deliver demo units, orders and assist in proper placement of products in clients' area
- Assist in daily company business activities including support in logistics and material procurement

Requirements

We're looking for someone based in New Delhi or willing to relocate. Fluency in English is mandatory, and proficiency in Hindi would be awesome, but not required. We'd need a commitment of at least a year, with preference given to those willing to work longer and help grow the business.

- Strong business acumen; orientation toward achievement of goals
- Proven experience in selling products/services in a B2B environment
- 3-5 years of experience in B2B sales, preferably in a start-up environment
- Ability to work in a fast-paced and dynamic work environment
- Excellent communication and strong interpersonal skills
- Extremely detail-oriented. Take the initiative to get things done when there is an opportunity for improvement
- Good analytical skills and effective stakeholder management
- Excellent B2B sales and negotiation skills
- Team-player, with strong interpersonal skills and the ability to work both collaboratively and independently

What Can Smart Air India Can Offer You

We pride ourselves on taking care of our staff and offer an incredible working environment with a big scope for career progression.

- You get the opportunity to develop a career in an organization with a social cause in a young dynamic team. You will grow with us as the company grows
- A supportive and nurturing work environment with an international team. You will work closely with country head and receive proper guidance
- The encouragement and freedom to develop and execute your own ideas and initiatives
- The opportunity to develop new skills and follow trainings during working hours

How to Apply

If this sounds like the type of organization that you would like to be a part of, then we'd be very keen to speak with you. Send an email with your CV and a cover letter explaining why you want to work with us to careers.india@smartairfilters.com by **September 2, 2022**. Applications won't be considered without a cover letter.