

## Job Description

### Sales Executive

**Company:** Gorek Technologies

**Location:** Surat, Gujarat, India

#### Role Summary:

We are seeking a motivated Sales Executive to join our dynamic team and contribute to the growth of our oil press machine business. The ideal candidate will have a passion for sales, a strong understanding of the industrial machinery market, and experience in providing exceptional customer service.

#### About Gorek Technologies:

Gorek Technologies is a rapidly growing company specializing in the manufacturing and supply (import/export) of high-quality machinery for kitchen, home appliances, and commercial applications. Our product range includes domestic oil press/maker machines, commercial oil expellers, food processors, and 3D printers. We are committed to delivering exceptional quality, competitive pricing, and timely delivery.

#### Key Responsibilities:

- **Field Sales:** Actively engage in field sales activities, visiting potential customers and generating new leads.

- **Order Taking:** Efficiently take orders from customers, ensuring accurate and timely processing.
- **Customer Relationship Management:** Build and maintain strong relationships with customers through regular communication and follow-ups.
- **Sales Target Achievement:** Meet or exceed assigned sales targets through effective customer engagement and order acquisition.
- **Market Analysis:** Gather market intelligence and identify potential sales opportunities.
- **Product Knowledge:** Develop a deep understanding of our oil press machine products and their features.
- **Service Management:** Coordinate and oversee the delivery and installation of our oil press machines.
- **Customer Support:** Provide timely and effective after-sales support to customers, addressing any inquiries or issues.

#### **Qualifications:**

- Bachelor's degree in Sales, Marketing, or a related field.
- 3 to 5 years of experience in field sales, preferably in the industrial machinery or equipment industry.
- Strong communication and interpersonal skills.
- Excellent negotiation and problem-solving abilities.
- Ability to work independently and as part of a team.
- Proficient in MS Office (Word, Excel, PowerPoint).

#### **Preferred Skills:**

- Knowledge of the oil press machine industry.

- Experience in cold calling and lead generation.
- Technical understanding of machinery and equipment.

**Salary:**

- ₹30,000 - ₹40,000 per month

**Benefits:**

- Medical insurance and other benefits.
- Opportunities for career growth and development.