

# Junior Sales Consultant

---

Field	Details
Company Name	Stratefix Professional Pvt. Ltd.
Job Title	<b>Junior Sales Consultant</b>
Location	Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007
Experience	<b>3-4.5 years of experience in Management Consulting (preferred), Outbound Direct Sales, or Channel Sales.</b>
Reports To	Deputy / Senior Sales Consultant
About the Role	We are seeking a <b>Business Intelligence Executive</b> to join our team. As a key member of our operations team, you will work closely with clients <b>to identify inefficiencies and performance gaps in their Sales, HR, and Operations processes.</b>
Key Responsibilities	Support senior consultants <b>in coordinating fieldwork, creating project plans,</b> and engaging with client staff. Visit client sites to <b>observe sales processes</b> and operations firsthand. Build expertise in sales strategies to fuel client growth. <b>Gather and analyze financial and non-financial data through interviews and observations.</b> Draft reports and recommendations to enhance sales performance. Lead research to uncover insights for solving sales challenges. <b>Create reports, tools, and proposals to support project success.</b> Collaborate with teams and clients to identify root causes and drive outcomes. Communicate effectively with stakeholders via work plans and meeting minutes. Support the team beyond your deliverables to achieve shared goals.
Requirements / Qualifications	<b>BBA, MBA, or any Bachelor's Degree.</b>  - <b>3-4.5 years of experience in Management Consulting (preferred), Outbound Direct Sales, or Channel Sales.</b> - Strong sales, analytical, and interpersonal skills. - Excellent time management and multitasking abilities. - Proficiency in Microsoft Office (Excel, Word, PowerPoint). - <b>Willingness to travel to client sites as required</b>
Skills & Competencies	- Strategic & Analytical Thinking - Strong Problem-Solving Skills - Project & Team Management - Business Process Reengineering - Stakeholder Management & Client Engagement
Why Join Us / Benefits	- Opportunity to work on <b>high-impact consulting projects.</b> - Direct collaboration with <b>CXOs and industry leaders.</b> - Exposure across multiple industries and functions. - Growth-oriented, collaborative, and <b>learning-driven work culture.</b>
How to Apply	Email: <a href="mailto:career@stratefix.com">career@stratefix.com</a> Mobile: 7435886720