

Job Description – Executive

Job ID : YM-010-04-26
Designation : Executive
Role : Sales
Department : Audio Sales
Location : Bengaluru

Job Summary:

Audio Sales Department in Yamaha Music India Private Limited for company's Professional Audio products. To work as a team member and establish leadership in Pro Audio / Unified Communications Solution Partners & Customer by achieving sales targets consistently with strong growth through focus on technology edge.

Key Responsibility:

- Builds business by identifying and selling prospects, as Audio Solution Provider.
- Provide value engineered Audio Solutions by enhancing own technical knowledge.
- Maintaining relationships with Partners & Customer and Develop the New Market territory.
- Identifies business opportunities by identifying prospects and evaluating their position in the industry, researching, and analyzing Audio Solution sales options.
- Maintains relationships with Partners & Customer by providing support, information, and guidance. Researching and recommending new opportunities, recommending profit and service improvements.
- Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- Prepares reports by collecting, analyzing, and summarizing information.
- Maintains professional and Audio solutions technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, benchmarking state-of-the-art practices.
- Contributes to team effort by accomplishing related results as needed.

Required Skills

- Pro AV solution knowledge and excellent presentation & interpersonal skills.
- Expertise and proven record in Project Sales of Professional Audio / Unified Communications solutions in all market segments.
- Strong communication and negotiation skills.
- Proficient in MS Office.

Experience: Minimum 3 years of experience in Pro Audio Sales.

Qualification: Must have Bachelor's Degree in Engineering

How to Apply:

Please send your resume/CV to hadmin-smb@music.yamaha.com and must mention the Job ID given above, in the subject line and share the following details: -

- Current CTC
- Notice Period
- Location Applied for
