

Job Description: Executive/ Sr. Executive

Job ID : YM-030-04-25
Designation : Executive/ Sr. Executive
Role : Institutional Sales (K-12 School)
Department : Institutional Business
Location : Chennai

Desired Candidate Profile:

- Rich experience in K-12 and B2B Sales.
- Excellent presentation and negotiation skills.
- High level of integrity and excellent team player.

Job Description:

- Daily cold to school Principals, Management, Owners and other prospective clients for solutions for schools and other institutes for lead generation and sales conversion. Market visit to Academic Schools, Music school, Church and other institutes also required.
- Should come on board with good and large pool of contacts in K-12 domain.
- Should work on not only for private schools but also penetrate government sector by reaching regional ministry of education.
- Ability to develop business goals (markets, locations, people, sales, Channel Partners) and implement the same to meet business goals and should have aggressive sales approach.
- Build strong relations with Channel Partners at the local level to lead and motivating them to visit Academic schools and institutes on regular basis.
- Must be proficient in executing company guidelines and ensure efficiency in sales operations and achieve individual targets.
- Develop team relationships effectively, strong problem-solving and the ability to exercise sound judgment.
- Candidates should have a working experience in Delhi NCR and other regions' markets in North India.

Experience: Minimum 3 to 8 Years of Experience.

Qualification: Any Graduate (Background in Education Business).

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
