

Job Title: Sales Executive

Location: Bangalore

Department: Sales / Business Development

Employment Type: Full-time

About the Role

Are you passionate about driving growth and building meaningful customer relationships? At **Vidwath Innovative Solutions**, we're looking for a **Sales Executive** who will be a key player in accelerating our revenue, expanding our client base, and strengthening customer trust. This is not just a job — it's an opportunity to grow your career, sharpen your sales expertise, and make a real impact every day. The candidate must be willing to travel within Bangalore and across Karnataka as per business requirements and should own a two-wheeler.

What You'll Do

As a Sales Executive, you will:

- **Identify and connect with potential clients** through proactive outreach and lead generation activities.
- Build deep product knowledge to **persuasively communicate value and benefits to customers**.
- **Manage the entire sales cycle** — from initial contact, qualification, and negotiation to deal closure and follow-up.
- Maintain accurate records of customer interactions and opportunities using CRM tools.

- Work closely with the sales and marketing teams to **share insights, improve strategies, and refine pitches**.
- Exceed sales targets and KPI goals to help drive growth for you and the company.

What We're Looking For

You're an excellent fit if you:

- ✓ Have strong communication and interpersonal skills, with a natural ability to build rapport.
- ✓ Are results-oriented and thrive in a performance-driven environment.
- ✓ Understand how to identify customer needs and position solutions effectively.
- ✓ Can manage sales processes, follow up persistently, and stay organized.
- ✓ Are comfortable using CRM systems, Excel, and sales tools to track your success.
- ✓ A background in sales, inside sales, or related customer engagement experience is preferred, but **enthusiasm and a growth mindset matter most**.

Why Vidwath Innovative Solutions?

At Vidwath, we invest in our people. You'll receive:

- Ongoing **skill development and sales training**
- Collaboration with a supportive, high-energy team
- A clear path for **career growth and performance incentives**
- The chance to make a meaningful contribution to a company that values innovation and customer success