

TRADOLOGIE.COM

Urgent Hiring

Role:	Field Sales
Designation:	Field Sales Manager
Experience Required:	3 Years
Job Type:	Full Time
Location	Sector 62, Noida

About Tradologie.Com

Tradologie.com is a next-generation B2B agro-commodity platform that leverages cutting-edge SaaS and AI technology. Our platform facilitates global transactions for a wide range of bulk agricultural commodities, such as rice, wheat, sugar, pulses, spices, edible oil, dry fruits, and various branded food products. We expedite and streamline the entire process from inquiry to payment, ensuring seamless transactions for our users.

Roles & Responsibilities

Responsibilities: 1. Market Research and Outreach: o Identify and target potential agro commodities exporters in your territory. o Conduct in-depth research on the exporters' current business operations, products, and export destinations. 2. Engagement and Relationship Building: o Meet with exporters to introduce yourself and Tradologie.com. o Understand their current methods of reaching out to buyers, including exhibitions, lead-based platforms, emails, calls, and international visits. 3. Solution Selling: o Present Tradologie.com as a cost-effective, resource-efficient solution for acquiring buyers globally. o Highlight how the platform eliminates the need for costly exhibitions, international visits, and lead-based subscriptions. o Pitch the benefits of subscribing to Tradologie.com, emphasizing the ease of use, global reach, and success fee structure. 4. Negotiation and Closing: o Address any concerns or objections from potential clients. o Negotiate terms and close the sale by securing subscriptions and agreeing on the success

fee. 5. Reporting and Feedback: o Maintain detailed records of interactions with exporters. o Provide feedback to the leadership team on market trends, challenges faced, and potential improvements in the sales process.

Key Skills

1. Prospecting and Lead Generation: o Identify and contact a specific number of new exporters daily within your territory. o Schedule and conduct meetings with potential clients. 2. Client Engagement: o Engage with exporters to gather insights on their business practices and needs. o Build rapport and establish long-term relationships. 3. Product Presentation: o Conduct comprehensive presentations of Tradologie.com's platform and services. o Demonstrate how Tradologie.com can streamline their business processes and reduce costs. 4. Sales Conversion: o Convert leads into paying subscribers. o Successfully close a minimum number of deals per month. 5. Documentation and Reporting: o Keep accurate records of all client interactions. o Submit daily and weekly reports on sales activities, progress, and outcomes. KPIs (Key Performa

KPI/KRA Details

1. Number of New Contacts: o Number of new agro commodities exporters contacted daily/weekly. 2. Meetings Scheduled: o Number of meetings scheduled and completed with potential clients. 3. Sales Presentations: o Number of product presentations delivered to prospective clients. 4. Sales Conversion Rate: o Percentage of leads converted into paying subscribers. 5. Revenue Target: o Achieve monthly/quarterly sales revenue targets. 6. Client Retention: o Ensure a high retention rate of subscribed exporters by maintaining strong relationships and providing excellent post-sales support. 7. Feedback and Reporting: o Timely submission of accurate reports and feedback to management.

Contact us to apply

info@tradologie.com

