

Sales Executive – CA, GA

8/10/2023 | Sales | External | Full Time

- Communicating with customers to ensure that all of their needs are understood and addressed
- Building strong customer relationships to maintain old business and acquire new customers
- Collaborating with various internal departments to ensure that they fulfill all customer requests
- Acting as the customer's representative in a firm to ensure that their demands are met with a focus on improving the customer experience
- Collecting and analyzing data to improve customers' demands and needs
- Generating sales reports included sales performance, sales decline, product/item analysis, and back order analysis report, etc.
- Providing workable territory sales strategies to upper management

Customer Care Representative - CA, NJ

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- Manage amounts of incoming/outgoing emails and calls
- Process incoming sales orders
- Build sustainable relationships and trust with customer accounts through open and interactive communication
- Provide accurate, valid and complete information by using the right methods/tools
- Follow communication procedures, guidelines and policies