

### **Company Overview:**

Join our innovative and cutting-edge organization as a Management Trainee - Sales and embark on an exciting journey towards a successful career in the sales industry. You also have an opportunity to be at the forefront of the Internet of Things (IoT) revolution. We are a dynamic and fast-growing company that specializes in developing advanced IoT solutions that empower businesses and industries.

We are a market leader in Supply Chain and known for our innovative products, exceptional customer service, and a commitment to excellence. As a Management Trainee, you will receive comprehensive training, mentorship, and hands-on experience to develop the skills and knowledge needed to thrive in the competitive sales landscape. If you are ambitious, driven, and eager to make a significant impact, this is the perfect opportunity for you.

If you're excited by the idea of making a real impact, and joining a team where we pride ourselves in being one of the most diverse and inclusive companies in the Country, a career with BCI might be your dream job!

### **Job Overview:**

As a Management Trainee - Sales, you will play a crucial role in driving revenue growth and establishing our company's presence in the market. You will undergo a structured training program that will equip you with a deep understanding of our products, sales strategies, and customer engagement techniques. Working closely with our experienced sales team, you will gain valuable insights into the sales process and develop the necessary skills to become a successful sales professional.

### **Key Responsibilities:**

- Learn about our products, target market, and competitive landscape to effectively position and promote our offerings.
- Involved in managing end-to-end sales cycle.
- Assist in identifying and qualifying potential customers through market research, lead generation, and cold calling activities.
- Support the sales team in conducting product demonstrations, presentations, and negotiations to close deals.
- Collaborate with cross-functional teams to ensure seamless coordination and delivery of products and services to customers.
- Build and maintain strong relationships with existing and potential customers, ensuring their satisfaction and addressing any concerns or issues.
- Monitor market trends, competitor activities, and customer feedback to provide valuable insights for product development and sales strategies.
- Participate in sales meetings, training sessions, and workshops to enhance your knowledge and skills.

### **Attributes:**

- Strong passion for sales and a genuine desire to pursue a career in sales management.
- Excellent interpersonal and communication skills, with the ability to build rapport and influence customers.
- Self-motivated and driven to achieve and exceed sales targets.
- Analytical mind-set with the ability to gather and interpret market data effectively.
- Strong problem-solving and negotiation skills.
- Ability to work collaboratively in a team-oriented environment.
- Flexibility to adapt to changing priorities and handle multiple tasks simultaneously.

**Benefits:**

- Comprehensive training and mentorship to fast-track your career development.
- Opportunity to work with a highly motivated and talented sales team.
- Competitive compensation package.
- Health insurance coverage.
- Collaborative and inclusive work environment that values diversity and innovation.
- Dynamic and inclusive work environment that fosters personal and professional growth.

**Join our team and be part of an organization that values your talent, rewards your hard work, and offers endless opportunities for growth and success. Apply now and take the first step towards an exciting and fulfilling sales management career!**

**Education & Experience**

**Experience:** 0-2 years

**Job Title:** Management Trainee- Sales/ Sales Executive

**Employment Type:** Permanent Job, Full Time

**Education-** MBA (undergrad in technical/eng is preferred).

**Location:** Gurgaon/ Bangalore/Hyderabad

**About Bar Code India**

For more than two decades Bar Code India Limited has been the market leader in bringing visibility and agility in the supply chain of our clients across verticals.

We offer end-to-end barcode products, software, and integration services. With a team of knowledgeable professionals who have in-depth domain knowledge and deep technical skills help BCI to identify and understand customer problems and provide best solutions to address them. Our cutting-edge technologies streamline operations, improve productivity, and enhance efficiency.

Bar Code India serves sectors such as retail, healthcare, logistics, and manufacturing. Their scalable and adaptable solutions seamlessly integrate with existing systems. They stay updated with emerging technologies to provide innovative solutions.

Bar Code India is also at the forefront of the Internet of Things (IoT) revolution. Leveraging the power of IoT, the company offers innovative solutions that connect physical devices and systems, enabling real-time data exchange and automation. By harnessing IoT technologies, Bar Code India helps businesses optimize their operations, enhance decision-making processes, and improve overall efficiency. With its expertise in both barcode and IoT solutions, Bar Code India provides comprehensive and future-ready solutions that empower businesses to thrive in the era of digital transformation.

Bar Code India's commitment to excellence and customer satisfaction makes them a leader in the industry, transforming how businesses manage operations and data capture processes.

Visit us at [www.barcodeindia.com](http://www.barcodeindia.com)