

Corporate Sales Associate in Ikeja

Job Title: Corporate Sales Associate

Location: Ikeja, Lagos

Department: Sales and Business Development

Reports to: Sales Team Lead

Job Overview:

The Corporate Sales Associate is responsible for driving revenue growth by identifying, developing, and managing relationships with corporate clients. This role involves understanding client needs, promoting the company's interior decoration products and services, and delivering customized solutions to achieve sales targets.

Key Responsibilities:

1. Business Development & Client Acquisition

- Identify and approach potential corporate clients in industries such as real estate, hospitality, retail, and corporate offices.
- Build and maintain a pipeline of new business opportunities.
- Conduct market research to identify new trends and opportunities.

2. Sales & Account Management

- Develop and implement strategic sales plans to achieve sales targets and expand the client base.
- Prepare and deliver compelling sales presentations and product demonstrations.
- Negotiate contracts, pricing, and terms with clients.
- Ensure consistent follow-up and excellent post-sale client support.

3. Relationship Management

- Build and maintain strong relationships with corporate clients to ensure repeat business.
- Act as the primary point of contact for client inquiries and

issue resolution.

4. Product Knowledge & Consultation

- Maintain in-depth knowledge of the company's product offerings, including furniture, fixtures, fabrics, and custom design solutions.
- Provide professional consultation to clients on interior decoration solutions that fit their needs and budgets.

5. Collaboration & Reporting

- Collaborate with the design, marketing, and project teams to ensure successful project delivery.
- Prepare and submit regular sales reports, forecasts, and market feedback to management.

Requirements:

- Bachelor's degree in Business, Marketing, Interior Design, or related field.
- Proven experience in B2B sales, preferably in interior decoration, furniture, or related industries.
- Excellent communication, negotiation, and presentation skills.
- Strong organizational and time-management abilities.
- Proficiency in CRM software and Microsoft Office Suite.

Key Skills:

- Sales and Business Development
- Client Relationship Management
- Market Analysis and Networking
- Interior Design Knowledge (basic understanding)
- Negotiation and Closing Deals
- Team Collaboration and Communication

HOW TO APPLY

- Interested candidate should send their CVs to hr@globalclique.net
- Use the job title as the subject of the mail.
- Only shortlisted candidates will be contacted.

