### ****Key Responsibilities:****

* Identify new business opportunities and generate leads through cold calling, networking, and referrals
* Present, promote, and sell products/services using solid arguments to existing and prospective customers
* Conduct client meetings, product demos, and presentations (in person or virtually)
* Negotiate deals, close sales, and handle objections with professionalism
* Maintain and grow relationships with existing customers to ensure repeat business
* Prepare reports on sales performance, pipeline status, and market feedback
* Collaborate with internal teams (marketing, operations, finance) to ensure seamless customer experience