

Australia Jobs Expertini®

Senior Sales Executive

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Company: Hapana

Location: Sydney

Category: other-general

About OneFitStop OneFitStop is trusted by business owners globally to manage, automate, and grow their fitness businesses. We provide innovative technology that is dedicated to the needs and requirements of the fitness industry. The OneFitStop software helps to automate business operations, increase revenue, and nurture client relationships. Your success is our success! The candidate will engage with our Australian and Asia-Pacific clients in consideration of everything we offer. This means you will be the competent in all our products and able to discuss the more complex customer requirements, and offer product walkthroughs as appropriate. You will not only give advice and provide solutions, but also build loyalty and advocacy while increasing their lifetime value to OneFitStop.

About the Senior Sales Executive position

We are looking for a competitive and trustworthy Sales Executive to help us build up our business activities. You will have a vibrant network in the Health and Fitness industry and you will be responsible for discovering and pursuing new sales prospects and maintaining the highest calibre of trusted relationships.

The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth.

Senior Sales Executive responsibilities are:

- + Evaluating customers' needs by conducting researches
- + Finding new opportunities
- + Working closely with the team to achieve effective results
- + Giving presentations
- + Giving reports about the sales performance
- + Negotiating on contracts/deals
- + Attending exhibitions on behalf of the company

Senior Sales Executive requirements are:

- + Experienced Sales Executive with an understanding of complex sales involving multiple stakeholders
- + Good communication skills (verbal and written)
- + Familiar with MS Office, Google and Collaboration tools such as Slack
- + Knowledge of critical Fitness Business Operations and how gyms use solutions to manage

their customer experience

+ Asc/BSc degree in Marketing or a related field

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