Job Description – Senior Executive – Sales

Location: Northeast India

ABOUT 7HILLS NEXGRAM LIMITED

7Hills Nexgram Limited (7HNG) is a multi-platform company committed to strengthening the First Mile ecosystem across North East India. Through technology, healthcare, education, renewable energy, market intelligence, logistics solutions, entrepreneurship development, and infrastructure initiatives, we create opportunities that connect communities to sustainable growth.

ROLE OVERVIEW

We are looking for a target-driven and proactive Senior Executive – Sales to drive revenue through our network of business partners and associates across Northeast India. The role focuses on supporting partner sales activities, promoting the company's technology-driven products and solutions, generating leads and ensuring timely conversion of sales.

You will work closely with business partners and internal teams on product demonstrations, technical discussions, proposal development and deal closures, while contributing to territory-wise revenue targets and business growth.

KEY RESPONSIBILITIES

Sales & Business Development

- Drive sales of the company's technology-driven products and solutions through assigned business partners and associates.
- Identify and develop new business opportunities within assigned territories across Northeast India.
- Generate and qualify leads through market research, partner references, customer outreach, and field activities.
- Follow up with prospective customers and partners to move leads forward and convert opportunities on time.
- Identify cross-selling, repeat business, and expansion opportunities within existing partner territories.

Partner & Customer Support

- Review sales progress with existing partners regularly and support their business development activities.
- Support partners in customer acquisition, product presentations, technical discussions, proposal preparation, and deal closures.
- Conduct product demonstrations and coordinate technical presentations for customers and partners.
- Provide partners with product knowledge, pricing information, sales guidance, and marketing support.
- Conduct field visits and partner meetings to strengthen market presence and drive sales.

Coordination, Market Insight & Reporting

- Coordinate with technical, operations, and support teams on quotations, order processing, delivery, installation, and customer support.
- Monitor competitor activities, market trends, and customer requirements.
- Maintain updated records of leads, customer interactions, partner activities, sales pipeline, orders, and revenue.
- Prepare regular sales reports, lead status updates, and performance reports for management.
- Achieve assigned sales, lead conversion, revenue, and partner engagement targets.

ELIGIBILITY

- Diploma, B.Tech/B.E., or Bachelor's degree in Engineering, Computer Science, IT, Electronics, Electrical Engineering, or another relevant technical discipline.
- 3–5 years of experience in sales, technical sales, business development, channel sales, or partner management.
- Experience selling technology products, IT solutions, educational technology, electronic equipment, or smart classroom solutions is an advantage.
- Proficiency in English and Hindi; knowledge of Assamese or another Northeast Indian language is an advantage.
- Willingness to travel extensively across Northeast India.
- Good working knowledge of MS Office/Google Workspace and CRM or sales-tracking tools.

PREFERRED QUALITIES

- Basic understanding of technical products, specifications, applications, and solution-based selling.
- Ability to understand customer requirements and recommend suitable products or solutions.
- Strong communication, presentation, negotiation, and relationship management skills.
- Ability to explain technical features to non-technical customers.
- Good understanding of lead generation, pipeline management, customer acquisition, and sales conversion.
- Self-driven, proactive, and comfortable in a target-oriented environment.

HOW TO APPLY

Send your resume with the subject line:

"Application – Senior Executive – Sales – [Your Name]"

careers@7hng.in

7Hills Nexgram Limited | Technology • Healthcare • Education • Renewable Energy • Logistics