Reliance Retail	
Role Description Form	
Role	GT- Finance Executive
Format	Nowfloats Technologies
Function	Finance
Location	Hyderabad

Education Requirements :	Preferred Projects/Experience (if any)
Bcom/ BBA Finance	Preferred stream-Finance

General Job Description

- Responsible for new business development, renewal and expansion of our existing/new contracts driving revenue growth.
- Identify additional renewal/upgrade opportunities for products and services.
- Generate accurate forecasts and sales activity reports as required.
- Present Products and Services to your client base to generate revenue growth.
- Contact potential clients and explore new business opportunities as per the defined customer segments.
- Focus on customer retention to aid in the achievement of expected performance.
- Arrange and lead product demonstrations.
- Develop quotes and proposals for clients.
- Frequent communication of business reports including sales updates to your respective manager.
- Explore Cross-selling opportunities.

Core Skills / Competencies

- Excellent verbal and written communications skills
- Good with MS Office and Excel
- Quantitative aptitude