

TROVE

Sale Associate

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Bangalore
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Design / Art
CTC	INR 400000 - 500000
Category	Level 2 - General
Description	<p>Client Engagement: Welcome and attend walk-in customers, understand their requirements, and build trust through professional and polite interaction.</p> <ul style="list-style-type: none">- Requirement Analysis: Ask the right questions to understand the purpose, taste, budget, and needs of each client to offer suitable options.- Product Presentation: Showcase the right product combinations and design concepts to help customers visualize their space using TROVE products.- Price Explanation & Objection Handling: Clearly explain product pricing and address client concerns confidently and convincingly to ensure smooth conversions.- Follow-Up: Consistently follow up with potential customers and assist in decision- making without being pushy. Track inquiries and maintain touchpoints.- Quotation Coordination: Coordinate with the backend team for quotation generation. Ensure accuracy and timely presentation to clients.- Order Closing: Support the client through the final selection, confirmation, and documentation process. Celebrate their decision and build relationships.- Customer Relationship Management: Stay in touch with old clients, collect feedback, and nurture the relationship for referrals and repeat business.
	<p>Requirements :</p> <ul style="list-style-type: none">- Educational background: Graduate in any discipline

(preferred: Business, Commerce, Interior Design, Architecture, or Marketing)

- Strong interpersonal and communication skills Interest in interior design, architecture, or lifestyle retail
- Go-getter attitude to learn and earn more.
- Strong convincing skills to influence client decisions.
- Ability to quickly understand products and customer psychology.
- Proactive, positive attitude with attention to detail.
- Language proficiency: English + Hindi/Kannada preferred
- Computer literacy (CRM or quotation tools knowledge is a plus)

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Marketing
2. Human Resources
3. Business Administration & Management
4. Commerce
5. Entrepreneurship
6. Finance & Financial Management
7. Accounting
8. Banking
9. Digital Marketing
10. Finance
11. Marketing
12. Human Resource

BCA

1. Computer Science & Engineering
2. Computer Application
3. Computer Science
4. Data Science/ Data Analytics
5. Internet of Things
6. Data Science
7. Computer Science & Data Processing
8. Information Technology
9. Artificial Intelligence
10. Computer Science & Engineering
11. Computer Science - Information Security
12. B. Sc.- Computer Technology
13. Machine Learning

14. Computer Science
15. Computer Network and Information Security
16. Computer Networks
17. Software Engineering
18. IT
19. Data Analytics
20. Artificial Intelligence/ Data Science
21. Computer Science.
22. Software Development
23. Data Science (DS)
24. Artificial Intelligence (AI)
25. IoT and Sensor Systems
26. AI & MACHINE LEARNING
27. AI /Data Science
28. AI & Analytics
29. Computer Engineering
30. DATA SCIENCE AND ENGINEERING

B.Com (Hons.)

1. Accounting
2. Finance & Financial Management
3. Marketing
4. Human Resources
5. Commerce
6. Data Science
7. Finance
8. Marketing
9. Human Resource
10. Finance

BBA LLB (Hons)

1. BBA-LLB (H)

MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

Eligibility Criteria

BBA LLB (Hons)	<i>All students are eligible</i>
BCA	<i>All students are eligible</i>
B.Com (Hons.)	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>

Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with backlog(s) not allowed

Hiring Workflow

Resume shortlisting	<i>No Venue/Time specified</i>
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Additional Info

No additional information