



ARNING & Co. Ltd is hiring a Trainee Sales Executive

ARNING Co.Ltd founded in 2006, is an MQA registered training institution supplying customized learning solutions in soft skills to companies, governmental agencies, NGOs and CBOs (Community-based Organizations) to improve individual and team performance. Our mission is 'Former pour Transformer' whereby we assist the workforce in facilitating personal changes, organizational changes and global changes. Our core values include integrity, 'Putting people first', trust and mutual respect. With more than 25 years of cumulated 'hands-on' experience both in Mauritius and overseas, we work hand-in-hand with our clients to design, deliver, reinforce and implement training solutions from Ethical Leadership to Functional Workplace Literacy in all echelons of the organization. Our interventions include People Management, Supervisory Development, Customer Relationship Management, Effective Selling Skills, Change Management and Team Development. Our client base comes from various sectors including banking/insurance, hotel/hospitality, automobile manufacturing, sugar industry, wholesale/retail, airline industry, small and medium enterprises. Interventions on Customer Service Excellence were delivered in the Public Sector including The Mauritius Police Force and the Nursing Staff at the Ministry of Health on a regular basis.

Situated at **Arago Street,Beau-Bassin**

Duties are as follows:

Job Description

- Maintaining and developing relationships with existing customers
- Managing both new and existing customer requirements to understand, anticipate and practically meet their needs, whilst spotting potential sales opportunities.
- To self-generate sales leads through networking, referrals and warm/cold calling
- To develop an effectively managed customer base
- Setting up appointments and visiting potential customers for new business
- Representing ARNING at trade exhibitions, events and demonstrations
- Through training and learning provide pre-sales technical expertise and product education to customers
- Conduct market research to identify selling possibilities
- Prepare and deliver appropriate presentations on products/services
- Collaborate with team to achieve better results
- To take personal ownership for the delivery of agreed SMART objectives set within the company.
- To proactively identify and assist senior managers to obtain real and sustained, continuous improvement, throughout the business and execute same in a timely manner
- Has the ability to work flexible hours around the needs of customers.
- To undertake any other duties as requested by the Senior Manager in accordance with the scope and responsibilities of the role.

We are currently looking for degree holders in
LM322 Bsc. Hons in Marketing Management
LM321 Bsc. Hons.in Human Resource Management
LM 433 Bsc. Honours in Tourism, Leisure and Recreation Management

LM323 Bsc. Hons in Management (Minor Entrepreneurship)

Duration: Traineeship period of 1 year

Experience: (Optional) preferable less than 1 year

Remuneration: YEP

Working Days/ Time: Flexible hours

Send your CV/ Motivation Letter on: ngrachel40@gmail.com

By: **July 31, 2023.**