

JD for Sales Executive

Job Title: Sales Executive – Digital Marketing

Location: Noida Sec-90

Company: Nuform Social Pvt. Ltd.

Experience: 1–3 years in sales (preferably in digital marketing or related fields)

Job Type: Full-time

About Nuform Social:

Nuform Social is a fast-growing digital marketing agency helping brands stand out in the digital space through innovative marketing strategies, creative content, and data-driven results. We're on the lookout for a high-energy, goal-oriented Sales Executive to join our team and fuel our growth journey.

Role Overview:

As a Sales Executive, you will be responsible for identifying potential clients, pitching our digital marketing services, and converting leads into long-term business relationships. You will act as the first point of contact for prospects and play a key role in scaling Nuform Social's client base.

Key Responsibilities:

- Identify and generate leads through cold calling, social media outreach, networking, and referrals.
- Understand client requirements and pitch tailored digital marketing solutions (SEO, social media, ads, content, branding, etc.).
- Conduct virtual/in-person meetings, present service offerings, and follow up to close deals.
- Maintain CRM records of all sales activities, client conversations, and deal statuses.
- Meet and exceed monthly sales targets and KPIs.
- Collaborate with the marketing and operations team to ensure smooth onboarding and service delivery.
- Stay up to date with digital marketing trends and Nuform Social's service offerings.



Requirements:

- Bachelor's degree in Business, Marketing, or a related field.
- 1–3 years of experience in B2B sales, preferably in a digital marketing agency or tech startup.
- Strong communication and presentation skills (spoken and written).
- Confidence in client handling, negotiation, and objection handling.
- Ability to work independently and as part of a fast-paced team.
- Familiarity with digital marketing services like SEO, PPC, Social Media Marketing, etc. is a plus.
- Proficiency in CRM tools and Google Workspace is a bonus.
- Willingness to travel or work on the field as per business requirements

What We Offer:

- Competitive salary with attractive sales incentives
- Opportunity to work with a young, creative, and energetic team
- Career growth in the rapidly evolving digital marketing space
- Flexible work environment and performance-driven culture

