Welcome to the Young and Passionate Team of Arcedior

This document will give you a clarity of your role at Arcedior and the values & culture at Arcedior. We cover the below topics here:

- Why Arcedior: A brief about Arcedior and its Cultural values our social media presence
- Hiring Process Overview
- Role Clarity what are you supposed to do at Arcedior and how your candidature is being evaluated for this position

Section - 1

Why Arcedior: A brief about Arcedior and its Cultural values - our social media presence

Arcedior works with high-net-worth individuals and big renowned architects and designers of India (majorly Gujarat and Mumbai). We work on projects in the space of hospitality, high end residences, and corporate offices where our company works closely with the designers and clients for the purchase of interior products. At Arcedior we work towards bringing everyone's dreams into reality.

Our office Address: 1603 Sankalp Square 3, Next to Taj Skyline, Sindhu Bhavan Road, Ahmedabad – 380058 Email: <u>info@arcedior.com</u>

Google Map Instagram Website Ecommerce Website LinkedIn

You will love working at Arcedior! Why? Well, here's why:

- 1. We are passionate to go global
- 2. We work hand in hand for the team personal development
- 3. Everyone here gets an opportunity to show their creativity
- 4. Open and comfortable environment, friendly and cooperative team
- 5. A culture of respect throughout the company
- 6. A young & vibrant workplace exhibiting energy and enthusiasm
- 7. A beautiful office designed according to the ergonomics requirement of the employees.
- 8. Regular celebrations in the office
- 9. What more, you are in the city which is known for its good food. And we being located at the most happening street of it Sindhu Bhawan Road.

Section - 2

Hiring Process Overview

Hiring process at Arcedior:

- 1. Shortlisting the eligible candidates from the applications received.
- 2. Technical assessment is sent by Arcedior
- 3. Candidates to submit the assignment within the stipulated timeline provided.
- 4. Evaluating and shortlisting the assignments received from the candidates.
- 5. HR Round for fitment discussion
- 6. Google Meet/In-person interview with the department head.
- 7. Rolling out the offer letter and onboarding of the selected candidates at Arcedior.

Section - 3

Role Clarity – what are you supposed to do at Arcedior and how your candidature is being evaluated for this position

Job Description:

Designation: Sales manager Experience: 3 + years of relevant experience from Furniture industry Job Type: Full-time, work from office Salary: As per industry standards Location: Ahmedabad, India

Role Clarity

- 1. Acquisition of new clients
- 2. Lead conversion from numerous marketing channels
- Creating a short- and long-term sales plan with the intention of achieving the given objectives
- 4. Consistently meet revenue goals in accordance with team/organizational goals
- 5. Actively looking for possibilities to upsell and cross-sell to existing customers
- 6. Obtaining referrals from the current clientele to widen the sales pipeline
- 7. Management of customer relationships
- 8. Recognize customer needs and provide insights for improving the product portfolio based on interactions with and feedback from customers
- 9. Management of key accounts
- 10. Overseeing pre- to post-sales support activities for the designated goods and regions while guaranteeing the greatest level of client satisfaction

Required Skills/Attributes

- 1. English Communication (written and spoken both)
- 2. Trust building (information, communication of information, competence, **intention**)
- 3. Confidence
- 4. Good listener
- 5. Persistence (check follow-up as well)
- 6. Organized
- 7. Relationship building
- 8. Negotiation
- 9. Time management
- 10. MS Excel & PowerPoint
- 11. Attention to detail

Required personality traits:

At Arcedior, we value character and personality. We believe that skills can be taught but character and personality are built over a long duration & various factors impact them. We are looking for people who -

- Are honest and Ambitious
- bring in a positive mindset
- are dependable, reliable, and responsible
- are problem-solvers



• are Innovative and Professional

For any query, please reach out to hr@arcedior.com or contact on 87801 31129