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Job Description

Format No:
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<p>Job title (designation & department): Sales Manager Sales</p>
<p>Roles & responsibilities:</p> <ol style="list-style-type: none"> 1. Identify accounts with business potential of 50 lakhs to Rs. 3 crores 2. Generate lead and set up meetings with the identified key departments 3. Developing and managing a portfolio of Key departments 4. Identify the decision-making process and key stakeholders of the identified client 5. Estimate the timeline for conversion after consulting all stakeholders 6. Drive the relationship with the client from lead generation, technical and commercial discussions, negotiations, and collections 7. Serve as the single point of contact with the client for all communication 8. Coordinate with the operations team for successful execution of the project and timely collection of payments from the client 9. Analysing client data to manage customer relationship
<p>Mandatory qualification:</p> <ul style="list-style-type: none"> - Graduation, preferably Engineering - Fluent in written and spoken English - Fluent in local dialect for the territory - Experience of 2 to 6 years in Enterprise Sales with strong network and expertise in at-least one specific sector - Strong negotiation skills, with ability follow-through on client contracts - Ability to multitask and manage more than one client account - Proven results of delivering client solutions and meeting sales goals
<p>Additional preferred qualification/Certifications if any:</p> <ul style="list-style-type: none"> - Master in Business Administration
<p>Mandatory technical skills:</p> <ul style="list-style-type: none"> - Microsoft Presentation, Excel and Word - Comfortable with using customer relationship management software preferably Zoho CRM