

JOB DESCRIPTION FORM			
<b>Position:</b>	<b>Sales Manager</b>	<b>Client:</b>	<b>NA</b>
<b>Department:</b>	<b>Sales</b>	<b>Location:</b>	<b>Ahmedabad, Bengaluru, Indore &amp; Kolkata</b>
<p><b>Key Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Achieving Sales targets.</li> <li>• Prospecting, forecasting, business development, territory management, account management.</li> <li>• Complete accountability in the sales process, negotiation up to payment realization</li> <li>• Executing strategic plans for key customer wins, competitive wins and customer satisfaction.</li> <li>• Coordination with marketing department for leads generation and leads management.</li> <li>• Coordination with technical team for pre-sales (demonstrations, benchmarks) and post-sales technical requirements of customers.</li> <li>• Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional conference, networking, lead generation.</li> <li>• Maintaining business ethics, on time reporting and proper documentation.</li> <li>• Build strong customer business relations, references for upsell and cross sell.</li> <li>• Develop market knowledge</li> </ul>			
<p><b>Qualification:</b> B.E/B.Tech - Any specialization + MBA (Preferred)</p>			
<p><b>Experience:</b> 6-12 years</p>			
<p><b>Competencies required:</b></p> <ul style="list-style-type: none"> <li>• Excellent presentation and written communication skills in English.</li> <li>• Team player with good Interpersonal skills.</li> <li>• Highly self-motivated and Focused.</li> <li>• Customer relationship building skills and ready to perform in customer pressure.</li> </ul>			

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