

Assistant Manager-Sales

Experience range- 2-3 years

Education- Should be any post graduate(Preferred MBA/MTech)

Location- Gurgaon,Mumbai,Bangalore

Desired Skills-

- Candidate should have good communication skills both English ,Hindi & Regional language preferred
- Strong selling and negotiation skills.
- Sales experience from Telecom/ Banking / Insurance industry - preferred but not a deterrent.
- Candidate must be dynamic and should be with a go getter attitude.
- Candidate should be open to work under pressure.
- Prior experience in Corporate & Media Sales Preferred

Secondary skills required:

- To nurture & develop a relationship with the client and drive fresh revenue from the prospective potential clients.
- Achievement of assigned Sales & Revenue Targets

Key Responsibilities:

- Candidate is supposed to **sell SMS, Email , Voice – IVR the Mobility solutions of the company**
- Meeting and exceeding Sales target for the team and individually while adhering to the company's guidelines .
- Understanding customers' diverse, specific business needs and applying product knowledge to meet those needs with the company's products.
- Customer management in order to create interest in products and services and generate new business and arrange meetings.
- Identifying opportunities for fresh sales and new areas for development through detailed market research and prospecting.
- Marketing and promoting portfolio of products by writing Sales proposals to customers and delivering presentations.
- Manage the sales pipeline ensuring the pipeline is robust and will meet the targets including accurate and timely reporting of the pipeline and prospects in the pipeline.
- Mapping of the overall market potential within the assigned territory to determine organizations current market share and market opportunity for the company.