

Manager-Sales

Experience range- 3-5 Years

Location: Gurgaon ,Bangalore,Mumbai

Education: Any Graduate(PREFERRED B.tech)

Masters Degree- MTech/MBA

Desired Skills:

- Strong product selling and negotiation skills.
- Candidate should have good communication skills both English ,Hindi & Regional language preferred
- Sales experience of Software Sales, Concept Selling, SAAS products – Preferred
- Candidate should be open to work under pressure & have learning bend of mind for newer technologies
- Prior experience in Corporate & Media Sales Preferred.

Secondary skills required:

- Acquiring identified clients and promoting business.
- To nurture & develop a relationship with the client and drive fresh revenue from the prospective potential clients for technological products.
- Achievement of assigned Sales & Revenue Targets.

Key Responsibilities:

- Candidate is supposed to sell Omni channel platform for intelligent communication along with customizable solutions of the company.
- Emphasize value propositions through product demonstrations and proof of concepts.
- Generate new business opportunities; share insights that build and promote the company's brand across businesses.
- Understanding customers' diverse, specific business needs and applying product knowledge to meet those needs with the company's products.
- Manage 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 and mapping of the overall market.