

Manager-Sales

Exp- 3-6 years

Education:

Any Graduate (Preferred B.Tech.)

Masters Degree: M.Tech. / MBA

Location- Mumbai

Desired Skills-

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

Secondary skills:

- Acquiring identified clients and promoting business.
- Nurturing & developing relationships with clients and driving fresh revenue from the prospective potential clients for technological products.
- Achieving the assigned Sales & Revenue Targets.

Key Responsibilities:

- Responsible for sales of Omni channel platform for intelligent communication along with customizable solutions of the company.
- Emphasizing value propositions through product demonstrations and proof of concepts.
- Generating new business opportunities; sharing insights that build and promote the company's brand across businesses.
- Understanding customer's diverse, specific business needs and applying product knowledge to meet those needs with the company's products.
- Managing the entire sales pipeline, ensuring robustness of the saame and meeting the targets including accurate & timely reporting of the pipeline and prospects in the pipeline while mapping of the overall market.