

JD for Manager - Sales

Job Title: Sales Manager

Function: Sales & Business Development

Location: Mumbai

Job Overview

We are looking for smart energetic and result driven sales personnel to join our sales force. As sales Manager you will need to have determination in setting and achieving goals and exceeding targets.

Roles & Responsibility

The primary responsibility of this role included are not limited to the following:

- Achieve growth and hit sales targets by successfully managing the sales team.
- Design and implement a strategic business plan that expands company's customer base and ensure its strong presence
- Own recruiting, objectives setting, coaching and performance monitoring of sales representatives
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team
- Identify emerging markets and market shifts while being fully aware of new products and competition status
- Sales - negotiating a commercial agreement to the benefit of both the customer and supplier
- Post-sales (or after-sales) - providing the support of hardware and software.
- Setting targets, creating performance plans and maintaining standards for sales representatives
- Planning the sales strategy and Optimization of sales
- Searching for clients who might benefit from the company's products
- Documentation and control of target achievement
- Negotiation of terms and contracts with clients
- Reporting to the Executive Board
- Develop a scalable sales process and ensure representatives adhere to it correctly
- Plan and preside over weekly sales team meetings
- Maintain a deep understanding of customer needs and monitor their preferences
- Resolve escalated customer issues and customer complaints regarding sales and services
- Tracking sales team metrics and sharing them with company leadership

Requirements & Skills

- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization.
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Committed to continuous education through workshops, seminars, and conferences

- Proven ability to drive the sales process from plan to close
- Strong business sense and industry expertise.
- Attend marketing events (e.g. conferences or trade shows) representing the company.
- Identify and develop new business through networking and follow-up courtesy calls
- Excellent presentation skills set
- Should have excellent oral and written communication skills
- Should be willing to travel as and when required

Professional Qualifications:

- MBA from reputed schools and Graduation in Engineering preferred
- 8-10 years of experience

Salary Range:

- Rs 10-12 Lac CTC

Job Description/Requirement:

Build and strengthen relationships for ensuring high customer satisfaction by designing effective and efficient solution as per their requirement, having hands on exposure in Solution designing and making proposals for critical smart city elements like ITMS, ATCS, City Surveillance. AI/ML based video analytics, IoTs like SWM, Parking management, ITS etc .Skilled at articulation and communication, presentation and promotion of products and product plans
. Well versed with cloud infrastructure IaaS, PaaS and SaaS models.
. Data analytics enthusiast

- Experience of designing of large scale integrated security and communication systems like smart/safe cities, metros, airports, power plants etc.
- Customer focused, highly successful in building relationships, seizing control of critical problem areas and delivering on commitments; major experience across all facets of Solution & Proposal Designing .

Responsible for End to End Bid preparation, Bid enablement, and Bid Submission.

- Liaising with various Government stakeholders and partners for bid preparation and engagement activities. Have extensive experience in outward communication to major PSU's like BSNL and Bharat Electronics Limited and Large system Integrators.
 - Understand and analyze the entire smart Infra ecosystem and identify the key prospects, partners, and Competitors.
 - Gathering and compiling primary and secondary market information (Smart Infra Domain).
 - Building and managing vendor relationship with vendors and technology partner.
- Analyzing the Smart Infra requirements and mapping them to our company's product and solutions.

Worked as a key part of sales organization in order to support a heavily led consulting sale.

- Build presentations, documents and present business cases for Qognify solutions.
- Position and present the proposed solution to end users, technical staff, operations and senior managers.
- Identify groups that need to be educated on the technology and deliver the required training and knowledge transfer.
- Drafting and managing high quality responses to EOI, RFPs and RFIs.
- Build a strong working relationship with the relevant groups within Qognify including engineering, sales, services, alliances and business partners where appropriate.
- Assist in the selling process of Qognify solutions to prospects and current customers.
- Lead in specifying the integration solutions.
- Responsible for Project Reviews, including:
 - o Technical analysis of customer requirements
 - o Technical negotiations with customers
 - o Creating configurations / quotes for customers
 - o preparation and sign off of technical proposals for customers
- Act as an integral team member working to achieve regional and team sales goals

- Manage pending sales situations from a technical pre-sales perspective, working along with Sales Directors and Regional Sales Managers both in-house and on-site, providing all support for achieving success in sales
- Participation in trade shows