Job Title: Sales Manager – Software Solutions

Location: Ghatkopar, Mumbai
Job Type: Full-time
Department: Sales
Reports To: Director of Sales / VP of Sales

About Us

Intellve Solutions Pvt. Ltd. is a fast-growing software company specializing in cloud-based video surveillance and remote monitoring software. We help businesses streamline their operations, drive growth, and embrace digital transformation through innovative software solutions. We are seeking a strategic and results-driven Sales Manager to lead our growing sales team.

Job Summary

As Sales Manager, you will lead, coach, and scale a team of high-performing sales professionals. You will be responsible for developing and executing sales strategies that drive revenue growth, expand our customer base, and ensure long-term client satisfaction. This role combines team leadership with hands-on sales execution and strategic planning.

Key Responsibilities

- Identify and qualify new business leads through research, networking, and referrals.

- Manage the full sales cycle from initial outreach to close.

- Develop and execute strategic plans to achieve sales targets and expand our customer base.

- Conduct product demonstrations and presentations tailored to customer needs.

- Develop and maintain strong relationships with prospects and existing clients.

- Participate in key sales activities, including client meetings, deal strategy, and contract negotiations.

- Collaborate with marketing and product teams to align messaging and customer feedback.

- Achieve or exceed monthly and quarterly sales targets.

- Maintain accurate records in the system.

- Stay updated on industry trends, market conditions, and competitor activity.

Qualifications

- Bachelor's degree in Business, Marketing, or a related field (MBA is a plus).

- 5+ years of experience in B2B sales, with at least 2 years in a sales leadership or management role, preferably in the software or SaaS industry.

- Strong communication, negotiation, and presentation skills.

- Results-oriented mindset with strong analytical and problem-solving abilities.

- Self-motivated with the ability to work independently and in a team environment.

Preferred Skills

- Experience in a high-growth tech or SaaS company.

- Comfortable working in a fast-paced, agile environment.

- Technical aptitude or previous experience in a tech-focused environment.

What We Offer

- Competitive base salary + performance-based pay

- Health insurance

- Professional development opportunities

- A dynamic and collaborative company culture