

## Job Description

<b>Job Role</b>	<b>Sales Manager (Academics)</b>
<b>Sub Team</b>	Training
<b>Location</b>	Delhi
<b>Experience Required</b>	5 to 7 years
<b>Job Purpose</b>	Builds market position by locating, developing, defining, negotiating, and closing admissions for In-house training in a given region.
<b>Tags#</b>	#BD #strategy #marketing #academics #CEH #execution #inhouse
<b>Job Responsibilities</b>	<ul style="list-style-type: none"> <li>● Initiate and Manage Lead Generation Activities</li> <li>● Strategize and execute Direct Marketing Activities</li> <li>● Devise Digital Marketing strategy</li> <li>● Implement the overall sales strategy</li> <li>● Manage academic engagements, negotiation, contracting and lead conversions</li> <li>● Prepares periodical narrative reports of the trainings</li> <li>● Managing sales team</li> </ul>
<b>Skills Required</b>	<p>Technical Skill:</p> <ul style="list-style-type: none"> <li>● Closing Skills</li> <li>● Motivation for Sales</li> <li>● Prospecting Skills</li> <li>● Sales Planning</li> <li>● Territory Management</li> <li>● Market Knowledge</li> <li>● Presentation Skills</li> <li>● Meeting Sales goals</li> </ul> <p>Soft Skill:</p> <ul style="list-style-type: none"> <li>● Excellent Interpersonal and verbal communication Skills</li> <li>● Team Leader</li> </ul>
<b>Education Qualification</b>	A full time MBA degree preferably in Marketing/Finance with some technical background like B. Tech or BCA in Computer Science
<b>Working Conditions</b>	Monday to Friday with 1st Saturday working
<b>Other / Special Requirements</b>	Well versed with Social media (as a user), should possess ability to articulate, persuade and present, must possess an analytical outlook with good written and verbal communication skills. Quality of work and result orientation will be of utmost importance which is in parallel to the

