

Job Description

Job Role	Manager - Sales
Sub Team	Enterprise Business Unit
Location	Delhi / Mumbai
Experience Required	2 to 4 years
Job Purpose	Sales & Business Development
Tags#	#Businessdevelopment #salesmanager #itsales #softwaresales #Enterprisesales #directsales #salesleadership
Job Responsibilities	<p>Results and Growth:</p> <ul style="list-style-type: none"> ● Handle business expansion & Revenue Growth ● Create revenue strategies, account plans and business processes for dedicated account management <p>Strategic Prospecting:</p> <ul style="list-style-type: none"> ● Utilize a structured approach for identifying and measuring the quality of potential new business initiatives ● Proactively prospect in the Territory to create opportunities & interact with top management level. Map out the key players for potential new business initiatives and determine/document appropriate sales strategy <p>Opportunity Management:</p> <ul style="list-style-type: none"> ● Maintain the Account Plan in accordance with the established Account Plan standard ● Continuously develop the account to ensure repeat business combined with a proactive focus on developing new business opportunities
Skills Required	<ul style="list-style-type: none"> ● Understanding of the Cyber Security Concepts ● Excellent communication and presentation skills in all forms ● Passionate about people and relationships
Education Qualification	A full time MBA degree preferably in Marketing with B.Tech / B.E./BCA etc is mandatory
Working Conditions	Monday to Friday with 1st Saturday working