

Job Profile – Assistant Manager – Sales

Designation	Assistant Manager – Sales
Qualification	BE/BSc (Computers)/BCA from Reputed Institute+ MBA preferable
Work Experience	3-4 years sales experience of Government and Corporates sales in IT- Hardware and software products and services domain such as Web Application, Mobile applications, GIS application, ERP, customized, etc., Social media services.
Desired Competencies	Market Research and Analytical Skills, Sales Presentation, Negotiation & Relation Building skills, Interpersonal Skills Excellent written and verbal communication skills. Should be well versed in the recent developments in the field of IT & ICT.
Location	Ahmedabad
Cost to company	Best in the Industry

Role Description

1. Meet the annual Salas target & involvement in actual revenue realization.
2. Suspects, prospects and generates new sales leads from Market – Government/ Enterprise/corporation.
3. Generating sales funnel for various services/products offered by the company using knowledge of the market and competitors, identify and develop the company’s unique selling propositions and differentiators in Prospects in Enterprise /Government Accounts/ Clients.
4. Assist the customer with finalizing and defining the need and help them to build Intelligent Information System Development.
5. Coordinate internally with pre-sales & delivery team to table a techno-commercial proposal.
6. Co-ordinate between customer and company for proper responses to tenders.
7. Negotiate and close the requirement.
8. Coordinate client and delivery team as and when required for on-time delivery.
9. Assist in conducting sales & marketing events.