

Designation	Senior Manager – Government Sales
Qualification	BE/BSc (Computers)/BCA from Reputed Institute+ MBA preferable
Work Experience	6– 8 years sales experience of Government and Corporates sales in IT- 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

RoleDescription

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.