

Candidate profile – Head-Sales (E-Governance Software Solutions)

Designation	Head-Sales (E-Governance Software Solutions)
Qualification	Graduate/Postgraduate in computer engineering or computer science. MBA from reputed institute is preferable.
Work Experience	15 years sales experience in Indian E-Governance domain. Sales and BD experience in software solutions such as ERP solutions, GIS open source technology based software solutions, software product sales, Concept selling etc.
Desired Competencies	Excellent communication and sales presentation skill. Concept selling, bid management and Relationship building.
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.

Website:

www.nascentinfo.com

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