

Candidate profile – Sales Manager

Designation	Sales Manager
Qualification	Any graduate + MBA in Marketing from reputed institute. Graduation/Post Graduation in Computer Applications would be an advantage.
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. and 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 industry

Role Description:

1. Meet the annual Sales 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.

Company Profile –

Nascent Info Technologies, an Ahmedabad based CMMI Dev Level 3 certified IT / ITeS company which delivers intelligent software solutions to its reputed Government and Enterprise/Corporate clients.

We specialize in the business of providing services like Software design and development, product planning and development, mobile apps development, datacentre management, datacentre consultancy and technical support, GIS application development and deployment as well as Digital/New Media marketing campaign management.

We mainly develop our solutions on PHP, Java, Liferay, Android, iOS, GIS and other Open source technologies. As of now, Nascent has developed wide ranges of Web and Mobile applications for travellers, book readers, city traffic, comprehensive apps for conducting Survey and integrated apps for ERP as well as decision making mobile apps for tourism. We are also developing GIS based web applications for urban development authorities and municipal corporations.

Website –

www.nascentinfo.com

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