

Remah IT Solutions

Position : Sales Manager

We are looking for a Sales Manager with technical background who can deliver new clients and high sales volumes consistently. The individual should demonstrate evidence of exceeding sales targets and the ability to build successful customer relationships.

Responsibilities:

- Identifying new sales leads
- Pitching products and/or services
- Acquire new customers and sell additional products or services to existing ones
- Maintaining fruitful relationships with existing customers

When it comes to generating leads, day-to-day duties typically include:

- Researching organisations and individuals online (especially on social media) to identify new leads and potential new markets
- Researching the needs of other companies and learning who makes decisions about purchasing
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Planning and overseeing new marketing initiatives
- Attending conferences, meetings, and industry events

When it comes to the challenge of actually selling, other typical duties include:

- Preparing PowerPoint presentations and sales displays
- Contacting clients to inform them about new developments in the company's products
- Developing quotes and proposals
- Negotiating and renegotiating by phone, email, and in person
- Developing sales goals for the team and ensuring they are met

Training personnel and helping team members develop their skills

To keep healthy relationships with clients, this mostly requires socialisation. So from simple chats on the phone to lunches and events or conferences sales manager must be sure to keep the customers happy. Documentation is also a big part of the work. The individual is also obligated to write reports and provide feedback to upper management about what is and is not working.

Salary

As per industry standard.

Performance-related bonuses on top of a base salary. This would be called OTE (on target earnings).

Other benefits may be included such as a laptop, mobile phone.

Working hours

Working hours are typically 9.30 am to 6.30 pm, with some extra hours when deadlines are approaching. Longer working days may also be required for social evenings and conferences to network with potential customers.

What to expect

The role requires travelling to clients' premises. Overnight absence from home may occasionally be required. Office locations may change according to the needs of the company, so flexibility and mobility are often prerequisites. Overseas work or travel may be required if selling on an international basis.

Skills:

business awareness;

self-motivation and a competitive, results-driven attitude;

persuasive face-to-face selling.

stamina, resilience and the ability to work well under pressure;

time-management skills and the ability to prioritise;

attention to detail;

persuasive and influential verbal communication skills;

Job Vacancy: 1

Location: Mira Road, Mumbai

Experience: 5+ years