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| **Job Title** | **Sales Manager (Product)** |
| **Employment** | **Full Time, Permanent** |
| **Role** | **Business Development / Lead Generation / Sales** |
| **Experience Range for Role** | **5-7 Years** |
| **No. of Positions** | **2** |
| **CTC range in INR**  | **6-10 LPA** |
| **Education** | Any Graduate (Preferably MBA) |
| **Work Location** | 3rd Floor, Gutenberg IT Park, Kalajyothi Road, Kondapur, Hyderabad |
| **Work from home** | NO |
| **On-site feasibility** | NA |
| **Interview Rounds** | L1 - Technical InterviewL2 - Technical InterviewL3 -HR Discussion & Closure. |
| **Interview Panel Availability** | Flexible |
| **Weekend Drives** | Yes |
| **Salaries paid on** | Last working day of the month |
| **Hiring for : Any specific BU/Practice/Client/Product** | Core Product Team |
| **Role reporting to?** | Head- Sales & Operations |
|  |  |
|  **Sales Manager** |  |
|  | **Details** |
| **Must have** | 1.5+ years of experience, in an active **Sales or Business Development** role.2.Experienced in front-line sales roles, pitching the product to clients in the Indian region3.Strong **product selling abilities**, with a deep understanding of customer needs and market trends4.Experience in identifying potential clients and making presentations / pitches outlining the benefits of product/services and convert them into qualified opportunities/ close deals 5. Strong experience in driving go-to-market strategy/activities at scale 6. **Excellent interpersonal, presentation and communication skills (both written and oral)** |
| **Good to have** | 1.Hands-on Experience in Sales related to Travel / Leisure / FMCG / Retail / Healthcare / Real Estate (Corporate/Commercial sales) 2.Prior Experience in selling SAAS based IT products is a plus |
| **Must have** | 1. Reaching out to new customers, and positioning an idea and to develop business opportunities of the product/ services. 2.Keep the management informed by submitting activity and results reports, such as daily dash boards, reports, weekly work plans, and monthly and annual Prospect / Lead / Sale analysis |
| **Must have** | 1. Researching and identifying sales opportunity, generating leads, target identification and classification2.Strong Sales Experience and **Results Orientation**3. Build and maintain strong relationships with senior executives at large Enterprises |