

JD for Sales

Job Role : Assistant Manager - Sales

Qualification: MBA/PGDM in Marketing and Sales, B.Tech / M.Tech, Hotel Management with good communication skills.

Location : Gurgaon

Transferable : Yes, anywhere in the world

Eligibility: Min 75 % throughout (10th, 12th and Graduation)

Roles and Responsibilities:

Stratbeans is a leading IT product organization which offers online learning automation products services.

The Sales Manager will be directly working with Sales and Marketing Heads and their job role will be creating business opportunities through different channels of lead generation. They will be supporting the sales managers in client presentations and proposal making.

Some of the activities which define scope of sales team are given below, the new hires in sales and marketing will be involved with these activities from the initial days of joining the organisation.

- Networking to find new leads and making appropriate sales pitches to them;
- Maintaining and developing relationships with existing customers in person and via telephone calls and emails and personal meetings;
- Listening to customer requirements and visualising a solution
- Supervising cold calling team to arrange meetings with potential customers;
- Acting as a contact between a company and its existing and potential markets;
- Gathering market and customer information
- Representing the organisation at trade exhibitions, events and demonstrations;
- Advising on forthcoming product developments and formulating new promotions;
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
- Negotiating the terms of an agreement and closing sales;
- Gaining a clear understanding of customers' businesses and requirements;
- Attending team meeting and sharing best practice with colleagues;
- Reviewing own and team's sales performance, aiming to meet or exceed targets;
- Recording sales information into CRM;
- Analysing CRM data to find opportunities for cross- selling

Must have:

- Punctuality
- Ambition to rise in corporate world
- Positive mindset
- Good communication skills - oral and written
- Networking skills