

Position: Sr. Manager – Sales

Location: Gurugram

Experience Required: 7- 9 years

Job Purpose: Is responsible for the strategic growth of the existing and new accounts.

Responsibility & Accountability (Function & Duties to be performed by this position)

- Achievement of Allotted sales Targets
- Lead Generation
- Accumulating prospective calls and cultivating into business.
- Making daily sales report.
- Reporting on the closure and pipelines to RSM on periodical basis.
- Ensure appropriate documentation prior to deployment.
- Mapping the area & competition.
- Co-ordination with Operation Team prior to deployment.
- Taking care of CRM Issues.
- Coordinating collections.
- Following up on price increase due to revision of wages/inflation

Required Qualifications:

- Operational Knowledge of processes
- Knowledge of Service Standards & Specifications
- In Depth knowledge of Organization Flow
- Excellent communication skills with Go getter attitude
- Good networking skill
- Excellent negotiation skills