



**Position:-** Manager/Sr. Manager - Sales

**Location:-** Mumbai, Bengaluru, Pune

**Experience Required:-** 5-10 Years

**Job Purpose:-** Responsible for strategic growth of existing and new accounts.

**Responsibility & Accountability:-**

- Responsible for achieving individual predefined monthly sales targets.
- Market research & lead generation by effectively using business promotion tools.
- Corporate relations and client relationship management.
- Preparation and delivery of client-specific presentations.
- Preparation and submission of detailed proposal cum commercials based on client's requirements.
- Developing, managing, and renewing standalone existing accounts.
- Compilation and submission of document as per EOI/RFP/RFQ floated with tender offering.

**Required Qualifications:-**

- Graduate with 5-10 years of corporate sales experience.
- Well-versed with service or facility industry is preferred.
- In-depth knowledge of organization flow.
- Experienced in client negotiation and presentations.
- Excellent networking and communication skills.

Interested candidates can email their updated CV at [neha.kathait@securitas-india.com](mailto:neha.kathait@securitas-india.com)

We would like to thank all applicants, however only those who qualify for an interview will be contacted.