

Sales/Pre-Sales Resource

Experience-2-3yrs

CTC-5LPA max

Qualification:B.com/MBA/Btech

Core Competencies - Skills:

- Excellent communication and negotiation skills.
- Should have excellent interpersonal and relationship management skills.
- Should have handled a team and have achieved sales target/figures under pressure situations.

Attitude:

Enterprising, highly driven.

- 2-3 years of prior function in sales function. Preferably in BFSI, experience on IT sales.
- He / She should have a thorough understanding of the drivers of the business and should have demonstrated the ability to adapt and deliver in an aggressive and competitive environment.

Will be responsible for:

- Meeting the sales / collection targets.
- Reviews/daily timesheets/sales MIS and forecast.
- Controlling the topline and bottom-line activities.
- Planning pipeline growth and monitoring status.
- Marketing strategy.
- Demo/presentation and pre-sales activities.
- Monitoring competitor's activities.
- Power mapping and contact building.