



Corporate Sales Manager

Position: Corporate Sales Manager

Location: Pune

Key responsibilities:

- Acquire new customers/Associates
- Sell new products to new/existing Merchants
- Maintaining relationship with Associates to get new business.
- Achieving revenue targets month on month.

Job description:

- Following the sales process to acquire new customers/Associates
- Capturing meeting minutes and sending them to customer and Sales Head internally
- Maintaining relationships with customers to ensure we understand their problems and reassure them of constant support.
- Be available for the customer whenever required
- Follow the sales philosophy of the organization
- Regularly performing the sales discipline processes of reports/report formats expected from time to time

Core competencies:

- Implementing sales plan for achievement of organizational goal in terms of revenue and profitability targets
- Generating business in new segments/markets/products in the allocated regions
- Should independently handle end to end sales

Interpersonal Skill:

- Excellent customer management skills
- Excellent communication skill
- Self motivated leader
- Positive attitude
- Team player
- Excellent presentation skill
- Go getter attitude