



PR/108731 | Sales Manager IT

Job Information

Recruiter

JAC Recruitment India

Job ID

1511100

Industry

Automobile and Parts

Job Type

Permanent Full-time

Location

India

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 12:46

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Role- Sales Manager IT(Chennai)

Job summary

To coordinate across user departments & Closure of Sales for generating Revenue for the Organization

Key objectives and major responsibilities

- Single point of contact (SPOC) for the following internal coordination:
- with Procurement –for pricing, uploading the SFDC and order processing
- with Engineering / Pre-Sales: verifying the BOQ and timely preparation and sharing of sales quotations

- Finance: raising invoices on time
- Compute sales forecasting scientifically and apprise the Reporting Manager –Monthly / Weekly / Daily
- Communicate weekly sales performance to the concerned stakeholders with an interpretation and executive summary
- Accurate reporting of Sales Funnel and revenue generation on a weekly basis
- Continuous sales performance and apprise the Reporting Manager on areas of concern
- Design quality dashboards and share with concerned stakeholders to enhance the organisational awareness of the employees.

Performance metrics

Timely preparation of sales quotations

Initiate coordination amongst user departments

Meet New and Existing prospects and generate Revenue by achieving both Topline as well as Bottom line Target as per Companies policy

Ongoing KPIs:

Seamless Sales Activities

Real time support to the reporting manager

Share interpretations of the understanding of sales performance of the organization

High standard analytical reports with inferences and summary being submitted to the reporting manager on pre-decided time intervals

Good Selling Skills

Attain high levels of customer satisfaction

External relationships

–Key customers

–Suppliers and Vendors

•Internal Sales team (including Reporting to General Manager)
F&A

Procurement

Engineering & Pre Sales

Other support functions

Key capabilities and competencies for success

Knowledge

–MBA or Post Graduate Diploma in Sales, Advanced Excel, Sales force automation

Skills- Analytical skills, Business & Sales acumen, Excellent coordination, Planning and execution, good communication (speaking, reading and writing skills), Good listening and observation skills

Qualities and intrinsics

Company Description