



About the client

Client is an international software solution provider and has a reputable customer base across Asia, Middle East & African markets. In its home market i.e. India, its clients comprises of leading Banks & Institutions like Reliance Nippon Asset Management (One of the Largest Asset Management Companies of Indian subcontinent), State Bank of India (Largest Bank in India), ICICI Bank (Largest Non-Government owned bank in India) and SBI Life Insurance (Second largest life insurance company in India). CLIENT has presence in South East Asia, Middle East, and African Countries with clients in Nigeria, Vietnam, Oman, UAE, Sri Lanka and Philippines. In the Philippines market, our clients comprise prestigious institutions like Metro Bank, First Metro Investment Corporation (FMIC), Banco de Oro (BDO), Phil Equity and First Metro Asset Management Inc. (FAMI). Client has also been recently facilitated with the two esteemed honours from the IBS Intelligence - Global Fintech Innovation Award 2020 for Best Treasury Implementation (Best Adoption of Tools & Governance) and Best Investment & Fund Management Implementation (Project Implementation). The strength of client is its strong domain expertise in the areas of Treasury, Investment Management and Risk Management. The Firm Strongly believes that its role goes beyond providing software solutions by actively implementing the solution and advising.

Job description:

We are seeking a sales manager who excels at lead generation, relationship building, and closing deals. We're seeking a quick learner with strong negotiating skills, and someone with a track record of success who can inspire the same in others. The role demands a sharp mind and the ability to drive and maintain high-performance. Knowledge of the BFSI domain is a must. Those with experience in international markets will be preferred.

Job description:

- Represent our company with a comprehensive understanding of our offerings. Research consumer needs and understand and suggest how our solutions meet their requirements.
- Achieve company objectives through effective planning, analysing performance data, and projecting future performance.
- Generate leads, and build and nurture client relationships. Create and execute a strategic sales plan that expands customer base and extends global reach.
- Meet with potential clients and grow long-lasting relationships by understanding their needs. Establish new relationship, nurture existing relationship, train & pitch the product
- Coordination with the Product & Implementation team in maximizing the disbursements
- Continually monitor and track sales performance analyse and report on monthly sales outcomes
- Be informed on relevant markets and coinciding target audiences.

Qualifications:

- a. Graduation: Any
- b. Post-Graduation: MBA Marketing from reputed institutes

Experience:

- a. 3-8 years of IT sales experience preferably in the BFSI sector.
- b. Candidates with exposure to international markets will be preferred.