

Job Description

Position: Enterprise Sales Manager

Industry Type: IT Services & Consulting

Department: Sales & Business Development

Employment Type: Full Time, Permanent

Role Category: Enterprise & B2B Sales

Position Overview:

Advantal Technologies is seeking an experienced and results-driven Enterprise Sales Manager from an IT background to join our team in Bengaluru. In this role, you will be a key contributor to the company's growth, working with a motivated team to develop and implement innovative sales strategies that enhance client experiences and drive revenue growth.

Experience Required: 6+ years

Notice Period: 0-15 days (immediate joiners preferred)

Mode of Work: Work from Office

Location: Gurugram

Core Expertise:

- Proven ability to sell software services, with a strong focus on:
 - Custom Software Development
 - Web and Mobile Application Development
 - Website Design and Development
 - Digital Transformation
- **Relevant Industry Experience:**
 - Prior experience working with IT companies specializing in software services.
 - Strong background in selling IT solutions to clients in telecom and defense sectors.
- **Sales in IT Products:**
 - Demonstrated success in selling IT products tailored to specialized industry needs, including telecom and defense applications.

Key Responsibilities:

- **Sales Management:** Achieve growth and exceed sales targets by leading and managing the sales team effectively.
- **IT Solutions Selling:** Leverage expertise in selling software services, including website, mobile application, and custom application development.
- **Strategic Planning:** Develop and execute business plans covering sales, revenue, and expense controls to achieve organizational goals.
- **Lead Generation:** Prospect, qualify, process, and follow up on leads, ensuring appointment settings align with sales objectives.
- **Customer Relationship Management:** Build and maintain strong, long-term customer relationships by understanding client needs and providing tailored solutions.
- **Market Insights:** Identify emerging markets, track market trends, and stay informed about competitors and industry shifts.
- **Performance Reporting:** Present detailed sales, revenue, and expense reports, along with realistic forecasts, to the management team.
- **Marketing Collaboration:** Work closely with the marketing team to align lead-generation efforts and promote the organization's services.

- **Team Mentorship:** Provide guidance, training, and mentorship to sales team members, ensuring their professional development and success.

Requirements:

- **Education:** MBA in Sales and Marketing (preferably with an Engineering or IT background).
- **Experience:**
 - Proven track record as an enterprise sales representative or sales manager, consistently achieving or exceeding targets.
 - Strong experience in handling enterprise accounts, tender management, and corporate sales in the IT industry.
 - Experience in sales, business development, and strategic sales planning.
 - Exposure to sales in IT/software solutions and applications.
- **Skills:**
 - Exceptional communication, presentation, and interpersonal skills.
 - Demonstrated ability to influence stakeholders and collaborate effectively across all levels of the organization.
 - Strong business acumen with expertise in the sales lifecycle, from planning to closing deals.
 - Proficiency in managing multiple priorities under pressure while maintaining a positive and professional demeanor.
 - Technical knowledge: Familiarity with enterprise/corporate customer needs, especially in the IT domain, is essential.
- **Traits:**
 - Self-directed, with the ability to prioritize tasks and achieve results independently.
 - Strong negotiation and collaboration skills, with a team-oriented mindset.

Why Join Us?

As an Enterprise Sales Manager, you will play a pivotal role in driving the company's growth by identifying opportunities, leading a high-performing sales team, and fostering strong client relationships. This is an exciting opportunity to work with an organization at the forefront of IT solutions, empowering businesses with cutting-edge technology.

Apply Now:

If you have the expertise and passion to thrive in this dynamic role, we invite you to become a part of our journey. Share your resume with us at **hr@advantal.net**.