

## Job Description

**POSITION:** IT Sales Manager,US-Market  
**LOCATION:** Jamshedpur, India  
**EXPERIENCE:** 1.5 to 4 years  
**STATUS:** Full –Time

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### Job duties & Responsibilities

Sales for IT Services for its verticals such as Banking, Healthcare, Automobile, Hospitality, Software Services, Consumer Services, Manufacturing, key responsibilities include:

- ❑ Define and implement a structured way of handling opportunities – first client meeting / solution pitch / RFP response / RFI response / presentation/Sales Closure etc.
- ❑ Work with sales team to identify pipeline and plan activities on a weekly basis
- ❑ Take lead / participate in opportunity assessment, qualification, developing response strategy, proposal development, review and feedback process, competitive positioning, pricing / commercial decisions, Contract Award.
- ❑ Work closely with the CEO in identifying and building the right team, getting the sales and delivery teams to develop the solution, estimates, schedules, technical responses etc. to complete the proposal and subsequently close the sales.
- ❑ Work closely with support functions (like IT / Quality / marketing etc.) for creating a compelling solution / proposal
- ❑ Provide weekly reports to sales and delivery organizations to provide visibility on pipeline, probable deals etc. for planning and tracking business growth
- ❑ Anchoring client visits – from the stage of planning, identifying key participants, story board for the meeting, reviewing content, planning demos / team discussions and front ending the discussion
- ❑ Conduct primary and secondary research; generate and qualify market analytics/research
- ❑ Assist sales team in prospecting with relevant pitch and market/company specific data
- ❑ Generate Collaterals, Case Studies, White Papers, etc and assist Sales in pitch evangelism
- ❑ Position will carry **Direct Sales Quota**

### Skills

- ❑ Should have experience selling in US market – Min 3 yrs. Prior experience in IT sales is mandatory, should have the ability to mentor and lead a team and should have managed a team for minimum 1 year.
- ❑ Should have the ability to plan and execute strategies for his Line of Business (LOB), also expected to meet his revenue target by cold calling and networking.
- ❑ Should mentor, monitor team members and help them to reach their revenue targets – would be responsible for overall team target.
- ❑ Should be able to deal with the clients including presenting services and offering. Should be willing to travel (local & international).
- ❑ Good communication skills, both verbal and written.
- ❑ Should have worked for Software Services Company.

## **Professional Experience/ Traits**

- ❑ **Minimum of 3 years of selling complex IT services (Primary Requirement)**
- ❑ Proven track record of managing, winning and supporting bids from sales perspective
- ❑ Demonstrated performance in **Complex Solutioning and innovative deal construct**
- ❑ **Consultative, Value-proposition/ Business case driven sales methodology experience is highly desirable**
- ❑ Strong Techno-Commercial/ Business Orientation and Cost Sensitive
- ❑ Good understanding of Global Delivery around **Custom Apps, Oracle, SAP, Software Services, IT Solutions and other Enterprise Packages**
- ❑ Knowledge of different costs in delivery of services and experience of putting together commercial proposal
- ❑ Self Driven and Motivated
- ❑ Financial management experience: Estimating, Budgeting, Pricing, Risk assessment
- ❑ Solution expertise in all of the following which include: **Prospecting, Lead Generation, Great RFP/RFT/RFQ responses, Value-propositioning, Client Pitching, Conversion of prospective leads into Revenue Accounts for the company**
- ❑ Execute on assigned RFP/RFI/proposals/proposal sections and deliver a high-quality response in terms of content, formatting, value-adds, follow-ups with potential account owners and subsequently win the account
- ❑ Comfortable in a **fast-paced, high-pressure, rapidly evolving** entrepreneurial environment
- ❑ Excellent **Program Management and Consulting Skills**
- ❑ Hands on experience in **writing proposals, Effective Sales Hunting, Client generation in the IT/Software Services/Solutions domain, account management and delivering customer presentation**
- ❑ Hard-working, detailed, quality and deliverable-oriented
- ❑ Excellent communication and written skills.
- ❑ Excellent presentation and proposal/RFP skills