

Designation:

Manager/ Senior Manager - Sales

Job description

- Responsible for Channel Sales function of the organization for Commercial Projects.
- Strategize and plan the channel sales process management, forecasting, pricing, key account management, expenses, profitability.
- Train and Coordinate with the external agencies, agents, brokers for prospective client meetings, presentations etc.
- Conduct regular meeting with the channel partners to discuss target status, project information and sales strategy.
- Ensure the confidentiality of the customer list, mailing lists and other sensitive company information.

Eligibility:

- Preferably MBA with excellent communication, presentation and negotiation skills
- Dynamic, aggressive, result oriented and self-starter with 4-8 years of relevant experience

Interested candidate can E-Mail CV @ careers@spaze.in