

Organization:	Axiom Consulting Limited
Position:	Sales Manager
Location:	Bangalore
Experience:	5-10 years
Role Description:	<ul style="list-style-type: none"> • Professional in this group manages the Sales capability of Axiom. • Reporting to CEO
CTC:	7 LPA - 14 LPA
Prior Experience:	<ul style="list-style-type: none"> • Experience in Solution sales - R&D Services/Engineering/Design and Consulting Services – 5 to 10 Years of experience • Experience of having engaged with North America/ EU/APAC customers (One or more regions) • Experience in driving business development and large account strategy
Knowledge & Skill sets:	<p>1. Managerial:</p> <ul style="list-style-type: none"> • Any Bachelor's degree with MBA is strongly preferred. • Should have reasonable experience selling consulting services. • Ability to own and achieve services target in Large accounts (Fortune 500 customers) • Ability to drive thought leadership and influence company strategy • Cross Cultural exposure/experience - ability to connect with Executives and CXO's • Superior Sales skills – to identify opportunities, close deals, develop and maintain customer relationships <p>2. Personal Attributes:</p> <ul style="list-style-type: none"> • Strong presentation skills and ability to interact well with customers and internal stakeholders • Ability to think creatively, identify problems and offer solutions with minimal guidance • Self-Starter and ability to work independently and as part of a team. • Ability to manage multiple priorities • Experience working in multicultural and global environments • Excellent and articulate communicator with good presentation skills • Must have a long term outlook for his / her engagement with Axiom • Should be located in Bengaluru, but willing to travel extensively <p>3. Responsibilities And Accountabilities</p> <ul style="list-style-type: none"> • Develop all business opportunities that are strategic from a revenue perspective or complex in nature, requiring high-level complex selling skills. • Simultaneously lead multiple projects and manage the business development process by building and maintaining technical and industry expertise to understand and identify individual prospect and customer needs. • Optimize profitability through financial analysis and prudent business practices.

	<ul style="list-style-type: none">• Leverage technology, manage and support the sales and external partnering processes.• Employ solution-selling techniques to identify business needs and developing customized solutions to solve client business problems.• Provide weekly reporting of pipeline and forecast.• Achieve assigned monthly/quarterly sales quota.• Conduct effective client presentations.• Generate new sales at a level that meets or exceeds established quota across product lines.• Maintain a funnel of strategic business prospects, and position critical resources on business opportunities with responsibility for managing to assigned quota and closing business.• Perform business contract review and quality control to ensure integrity of the order and improve book-to-billing ratio.• Manage status reporting and analytical procedures to provide management with a comprehensive perspective on the effectiveness of Global Account development.• Understand the business, market needs and the competitive environment of the client• Leverage and collaborate with other stake holders within Axiom - Team player
Contact:	Interested Candidates may send their resumes to Ms. B Suhasini @ <u>bsuhasini05@gmail.com</u>