

LinkedIn



Position	Sales Manager - SMB
Job Description	<p>LinkedIn India is hiring Sales managers to help build the Chennai market for us. The ideal incumbent would be someone who has been a strong consultative solution seller, with a demonstrated track record of success selling SaaS solutions or concept sales in the Chennai / Tamilnadu market. Ideal experience range would be 6+ years with an MBA from a good B School and strong communication skills.</p> <p>Experience of selling in the Chennai market is absolutely essential for this role. This candidate will be LinkedIn's first hire in the Chennai market and hence, we are looking for strong candidates.</p>
Key Responsibilities	<ul style="list-style-type: none">• Drive revenue by prospecting and building pipeline while building strong personal relationships with potential clients in the SMB segment• Close new business consistently at or above quota level• Develop and execute on a strategic plan for the territory and create reliable forecasts• Work to develop and circulate the set of best practices that will be the foundation of this growing team• Listen to the needs of the market and share with Product and Marketing team
Other Requirements	<ul style="list-style-type: none">• Creative, Analytical and Strategic Thinking-Ability to analyze business opportunities and read solutions well. Capable of developing compelling strategies that deliver results. Gathers and uses data to inform

decision making and persuade others.

- **Leadership**-Always focused on doing what's right for the business. High energy and contagious enthusiasm. Willing to take on the tough projects and challenges to grow the business. Creates an environment where others want to follow. Governs themselves with unquestionable ethics and unswerving integrity.
- **Autonomous Productivity**-Ability to be highly productive with periodic direct management and with little oversight from senior management
- **Accountability**-Sets goals and drives to their fulfillment. Takes responsibility for their actions and for outcomes related to their actions (or inactions).Wants to be held accountable for success and failures. Shares the credit and takes the blame
- **Communication**-Able to speak and write clearly, concisely, and compellingly. Is honest, open and thoughtful in word and in action. Able to present complex messages to multiple levels of an organization with the ability to survey for needs and without the need to rely on large Power Points decks. Able to clearly communicate process expectations and value to prospects
- **Connecting**-Able to find common ground and gain personal and professional trust
- **Discernment**-Ability to correctly read people, political and business situations and develop, adjust and execute an appropriate business strategy
- **Creative Problem Solving**-Never gives up. Continually finds ways to overcome challenges and obstacles.
- **Team Work**-Works collaboratively with others and gives coaching and advice when you see an opportunity for improvement in performance. Shares information addresses conflict professionally and fulfils commitments. Works exceptionally well across functional groups. Recognize that we are a team and take the time to invest in colleagues to make

	<p>everyone stronger</p> <ul style="list-style-type: none"> • Strong negotiating skill and positive attitude • Accurate forecasting • Demonstrated ability to find, manage, and close business in an evangelistic sales environment • Established reputation as a high integrity top performer • Working knowledge of MS Office Suite (Word,Excel,Outlook,and PPT)
<p>About LinkedIn</p>	<p>LinkedIn is the world’s largest professional network of professionals. We sell SAAS solutions to companies to address some of their key business needs. We are growing at 50% YoY and have aggressive growth plans for the Indian Subcontinent.</p>
<p>Qualification</p>	<p>MBA</p>
<p>Added Skill set</p>	<p>Sales, business development</p>
<p>Location</p>	<p>Chennai</p>
<p>Compensation</p>	<p>Competitive, as per industry standards</p>
<p>Work Experience</p>	<p>6 years of sales experience. All the experience needs to be for the Chennai/Tamilnadu market</p>
<p>Contact Person</p>	<p>Interested candidate may send their resume to Mr. Abhishek de on “abde@linkedin.com”</p>