

Senior Business Development Manager – IT Services

Experience

Minimum 8+years of experience in Selling IT Services to the end customers.

Skills

Business Development, Sales, Marketing, Inbound sales, Outbound Sales, IT Selling Services, Bidding, Sales Planning, Market Research, Contract Negotiation, Budgeting, Project Management, Closing Sales, Upselling, Client Servicing, Lead Generation, B2B and B2C & B1 Visa is mandatory

Responsibilities

- Proven work experience as a Manager of Sales or similar role
- Self initiated, ability to be an effective team member
- Experience in selling with existing customer connects/ relationships having strong connections from his own networks.
- Understands digital technologies, key players/solutions, competition, etc.
- Good written and verbal communication skills.
- Good interpersonal skills, ability to quickly build rapport with both customers and suppliers.
- Well versed with sales targets, pipeline, lead creation with a successful target achievement orientation
- Understands sales process, customer success factors
- Proficiency in leveraging Digital/Social Marketing and Sites for Outbound and Inbound Sales.

Job Benefits

Competitive Package, Medical Insurance, Accident Insurance, Subsidized Meal facility, Power Nap during noon, Work From Home option, Technology Grooming Community and more.

Contacts

careers@techmango.net

Hiring organization

Techmango Technology Services

Employment Type

Full-time

Job Location

Madurai, Chennai

Date posted

May 13, 2024