

Job Title: Sales Manager

Department: Sales Department

Reports To: Director of Sales / CEO

Effective Date: Immediately

Job Summary:

The Sales Manager is responsible for leading and managing a team of salespeople. He/She will be responsible for developing and executing sales strategies, managing sales pipelines, and closing deals. The Sales Manager will also be responsible for providing training and development to the sales team and for creating a positive and productive sales environment.

Responsibilities and Duties:

1. Develop and execute sales strategies.
2. Manage sales pipelines
3. Close deals
4. Provide training and development to the sales team
5. Create a positive and productive sales environment

Qualifications:

1. Bachelor's degree in business or a related field
2. 5+ years of experience in sales management
3. Strong leadership and interpersonal skills
4. Excellent communication and presentation skills
5. Ability to work independently and as part of a team
6. Ability to meet and exceed sales goals

Benefits:

1. Competitive salary and benefits package
2. Opportunity to work with a talented and dedicated team
3. Chance to make a significant impact on the company's success

Other Information:

1. This is a full-time position
2. The ideal candidate will be based in our Mumbai office.