

Job Description

TITLE Sales Manager

ROLE	To promote our experiential learning program in technology and innovation to high schools – their leadership, parents, students etc. - and achieve revenue and cash targets every month and year.
REPORTING	The incumbent shall report to the Sales Director at FICE. The incumbent shall also actively work with the client team(s) answering queries, offering advice and introducing new products.
RESPONSIBILITIES	<p>The incumbent will be responsible for the following:</p> <ul style="list-style-type: none">• Acquisition of new business, management of collections and maintenance of accurate records• Management of the sales pipeline• Development of proposals suited to client needs with the support of supervisors and support groups.• Management of the complete sales cycle:<ul style="list-style-type: none">• Lead generation (top CBSE/ICSE schools, international schools etc)• Creation of sales opportunities by interacting with school leadership as well as influential students, teachers and parents.• Negotiation and closing deals• Collection of money on behalf of the organization• Relationship management on an ongoing basis to maximize client retention.• Feedback management – gathering, collation and dissemination of customer feedback received from schools; from participants at exhibitions, sales conferences, workshops and launch events; and, therefore working with the technical team to enhance product relevance.• Accurate forecast management covering revenue, cash and sales pipeline• Delivery of consistent month on month revenue growth from new and repeat customers, constantly exceeding sales targets.• Reporting and providing feedback on channel progress• Achievement of monthly and annual targets
LOCATION & TRAVEL	The position is based in Bangalore. Since this is a regional role, it will involve significant travel on an ongoing basis.

QUALIFICATIONS

- Minimum bachelor's degree in science, engineering, electronics, IT, computer applications.
- Preferred: MBA from a good institution
- 2-4 years of experience of working with top rated CBSE/ICSE schools and with international/world schools.

*SKILLS &
ATTRIBUTES*

Required skills:

- Excellent communication skills covering written & spoken English
- Presentation and conversation skills
- Strategic thinking
- Sales and negotiation skills
- Customer relationship management skills

Required attributes:

- Smart and presentable to all kinds of audiences
- Patient, diligent, confident and mature
- Team player
- Love for technology and its possibilities
- Ethical with highest levels of integrity