IT Sales Manager Responsibilities:

- Hire, train, motivate and advise team of sales executives.

- Research on clients and identify how our offerings can meet client needs.

- Gather requirements and own RFP / RFQ / RFI processes.

- Achieve company objectives through effective planning, setting sales goals, analysing performance data and projecting future performance.

- Ensure team is using effective sales tactics to meet revenue objectives.

- Create and execute strategic sales plans that expand customer base and extend global reach.

- Develops and nurtures senior management relationships with the customer.

- Owns customer operational relationship: develops & nurtures excellent customer satisfaction.

- Develops and implements periodic review system with customer on business and operational health.

- Owns the bill-to-customer cycle and ensures collections against invoices.

- Develops strategies and processes with the customer in areas such as escalation management and change management.

- Principle contact for sales issues and escalation management, to the customer.

- Consults in presales & change order negotiations.

- Negotiates with and manages 3rd party vendors contributing to contractual requirements.

- Identifies incremental revenue opportunities and supports pursuit activities.

- Contributes to knowledge management capture, documentation & publication to drive organizational maturity.

- Identifies knowledge gaps within the team and develops and implements plans to fill them.

- Oversees the sales team to ensure targets, including target for self, are met, by holding periodic check-ins with team/management.

Key Requirements

- Any Degree (or) commensurate work experience in related field.
    - Bachelor's degree in marketing and/or business administration preferred.

- Minimum 8-10 years of experience in Field Sales in 3 or more of the below listed domains:
    - Software Licensing
    - System Integration / Network Integration
    - Support Services,
    - Cybersecurity Solutions
    - Professional Services
    - Infrastructure Management Services (IMS)
    - Artificial Intelligence (AI)
    - Cloud
    - ERP
    - Blockchain

- Proven track record of success in the sales cycle from plan to close.

- Good MS-Office skills.

- Strong attention to detail and have a keen ear for customer requirements.

- Strong leadership and sales team management ability.

- Excellent communication skills and can clearly articulate sales concepts, strategies and engagement models.

- Strong team player who can collaborate effectively with different stakeholders.

- Should be willing to travel as needed.