

<b>Organization:</b>	Axiom Consulting Limited
<b>Position:</b>	Sales Manager
<b>Location:</b>	Bangalore
<b>Experience:</b>	5-10 years
<b>Role Description:</b>	<ul style="list-style-type: none"> <li>• Professional in this group manages the Sales capability of Axiom.</li> <li>• Reporting to CEO</li> </ul>
<b>CTC:</b>	7 LPA - 14 LPA
<b>Prior Experience:</b>	<ul style="list-style-type: none"> <li>• Experience in Solution sales - R&amp;D Services/Engineering/Design and Consulting Services – 5 to 10 Years of experience</li> <li>• Experience of having engaged with North America/ EU/APAC customers (One or more regions)</li> <li>• Experience in driving business development and large account strategy</li> </ul>
<b>Knowledge &amp; Skill sets:</b>	<p><b>1. Managerial:</b></p> <ul style="list-style-type: none"> <li>• Any Bachelor's degree with MBA is strongly preferred.</li> <li>• Should have reasonable experience selling consulting services.</li> <li>• Ability to own and achieve services target in Large accounts (Fortune 500 customers)</li> <li>• Ability to drive thought leadership and influence company strategy</li> <li>• Cross Cultural exposure/experience - ability to connect with Executives and CXO's</li> <li>• Superior Sales skills – to identify opportunities, close deals, develop and maintain customer relationships</li> </ul> <p><b>2. Personal Attributes:</b></p> <ul style="list-style-type: none"> <li>• Strong presentation skills and ability to interact well with customers and internal stakeholders</li> <li>• Ability to think creatively, identify problems and offer solutions with minimal guidance</li> <li>• Self-Starter and ability to work independently and as part of a team.</li> <li>• Ability to manage multiple priorities</li> <li>• Experience working in multicultural and global environments</li> <li>• Excellent and articulate communicator with good presentation skills</li> <li>• Must have a long term outlook for his / her engagement with Axiom</li> <li>• Should be located in Bengaluru, but willing to travel extensively</li> </ul> <p><b>3. Responsibilities And Accountabilities</b></p> <ul style="list-style-type: none"> <li>• Develop all business opportunities that are strategic from a revenue perspective or complex in nature, requiring high-level complex selling skills.</li> <li>• Simultaneously lead multiple projects and manage the business development process by building and maintaining technical and industry expertise to understand and identify individual prospect and customer needs.</li> <li>• Optimize profitability through financial analysis and prudent business practices.</li> </ul>

	<ul style="list-style-type: none"><li>• Leverage technology, manage and support the sales and external partnering processes.</li><li>• Employ solution-selling techniques to identify business needs and developing customized solutions to solve client business problems.</li><li>• Provide weekly reporting of pipeline and forecast.</li><li>• Achieve assigned monthly/quarterly sales quota.</li><li>• Conduct effective client presentations.</li><li>• Generate new sales at a level that meets or exceeds established quota across product lines.</li><li>• Maintain a funnel of strategic business prospects, and position critical resources on business opportunities with responsibility for managing to assigned quota and closing business.</li><li>• Perform business contract review and quality control to ensure integrity of the order and improve book-to-billing ratio.</li><li>• Manage status reporting and analytical procedures to provide management with a comprehensive perspective on the effectiveness of Global Account development.</li><li>• Understand the business, market needs and the competitive environment of the client</li><li>• Leverage and collaborate with other stake holders within Axiom - Team player</li></ul>
<b>Contact:</b>	Interested Candidates may send their resumes to Ms. B Suhasini @ <a href="mailto:bsuhasini05@gmail.com"><u>bsuhasini05@gmail.com</u></a>