

Job Summary:

We are seeking a dynamic and motivated Sales/Field Manager to our IT company specializing in software and application development, automation and digitization solutions, Domain, web and Email hosting services, Bulk SMS Service, Networking solutions, and CCTV Solutions.

The primary responsibility of this role is to visit various offices and engage with potential clients, promoting our comprehensive range of products and services. The ideal candidate will possess excellent communication skills, a strong sales acumen, proficiency in computer usage, and the ability to effectively represent our company in a professional manner.

Job Description Responsibilities:

1. Conduct visits to different offices within the designated region to promote and sell our software solutions, automation tools, domain and web hosting, bulk SMS service, networking solutions, and CCTV solutions.
2. Develop and maintain relationships with key decision-makers and influencers within target organizations.
3. Deliver persuasive sales presentations tailored to the needs and interests of prospective clients.
4. Actively identify and pursue leads through networking, cold calling, and other sales techniques.
5. Provide regular updates on sales activities.
6. Stay informed about industry developments, market trends, and customer needs to adapt sales strategies accordingly.
7. Provide exceptional customer service to clients throughout the sales process and beyond.

Requirements:

1. Proven track record of success in sales, with at least 3 to 6 years of experience in a similar role.
2. Strong interpersonal skills and the ability to build rapport with diverse individuals.
3. Excellent communication skills, both verbal and written.
4. Experience in selling IT solutions or related services is highly desirable.
5. Proficiency in computer usage, including familiarity with Microsoft Office Suite.
6. Flexibility to travel frequently within the designated region using public transportation services.
7. Positive attitude, self-motivated, and eager to learn and grow.

Interested applicants who meet the requirements can

contact 0777027027 or email at procurement@setup.io