

Account / Sales Manager - India

We are seeking an **Account / Sales Manager** to join the Confirmation.com team. The Sales Manager's primary role will be to expand and maintain relationships with clients. The Sales Manager will be assigned to multiple prospects, named clients and/or territories. Clients are typically financial institutions and accounting firms. The Sales Manager is responsible for achieving sales quota and assigned strategic account objectives as well as on boarding new business.

Responsibilities

- Drive adoption of the company solution throughout assigned prospects, named clients and assigned territories.
- Establishes productive, professional relationships with key personnel in assigned client accounts and maintains client satisfaction.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and customers' expectations.
- Meets assigned targets for profitable sales volume and strategic company objectives in assigned accounts/territories.
- Assist in marketing campaign carried out by the company which shall include activities such as participating in tradeshow, assisting in courier and email campaigns, etc.
- Proactively assesses, clarifies, and provides feedback for client and market needs on an ongoing basis.
- Completes required training and development objectives within the assigned time frame.

Qualifications

- A levels
- Degree preferred – Accounting/Commerce degree
- Minimum 3-5 years of Sales/Account Management experience in a B2B financial sales environment
- Excellent team player
- Outstanding written, oral presentation and communication skills
- Good English skills - persuasive, articulate, well-argued style
- Energetic persuasive self-starter with strong work ethics
- Excellent planning, organizational, and prioritisation skills
- The ability to work with a high level of accuracy

Working Conditions

- Reporting to the Commercial Director
- Work days/timing – Monday to Friday, 10:00am to 6:00pm (Saturdays on business requirements)
- This position might require travelling within India, expect around 25%
- All prospective employees must pass a background check
- Outstanding office in the heart of the city

Compensation

- Compensation depends upon experience and education.

About Confirmation.com

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