

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

Confirmation.com is the world's leading provider of secure online audit confirmations. Today, more than 14,000 audit firms use Confirmation.com to send audit confirmation requests to companies, financial institutions and law firms worldwide. For more information, visit Confirmation.com.

