



REGIONAL SALES MANAGERS (Pan India – North, East, West, South)

Minimum Experience in Direct Sales: 6 months in SAAS or ITES industry.

Industry background: GPS, Transportation, Auto Ancilleries, Tyres, lubricants etc.

Location: Pan –India.

Education: B.Tech Preferred

Website: www.gtropy.com

Email: cv@gtropy.com

Job Overview: Executing Sales of Gtropy's product (GPS Tracking systems) to transporters, automobile, education, government, hospitality, healthcare, logistics, FMCG & Supply Chain industries. The Sales personnel will be responsible for creating mutually advantageous relationships with businesses, organizations, companies to build and maintain long term sales accounts

Role

- Responsible for new business development via prospecting target accounts, qualifying the customer needs and closing the **sales**.
- Meet and Demonstrate **Gtropy's** solutions to prospective customers, understand customer requirements and propose right solutions to them through our related products. Maintain regular correspondence with key decision makers in prospective companies/businesses to keep them aware of **Gtropy's** services.
- Define and implement the strategy roadmap, projections for expanding our regional & state level network. Provide consultative solutions **sales** process to prospects.
- Post **sales** correspondence with new customers and operations/training team.
- Identify and generate customer leads in various sectors for their business needs.
- Manage client relationship through all phases of the **sales** cycle.
- Attend industry events to promote products and acquire business leads.
- Meet with stake holders and key personnel in person and develop relationship.
- Make efficient use of business-to-business referrals, leveraging existing relationships to cement new opportunities.

An Ideal Candidate Must Have:

- Proven experience in selling e-logistics, ITES solutions or SaaS Based software solutions & services to small, medium & large companies in India. Transport or Logistic Sales is an added advantage.
- Experience in account management with up sell / cross sell skills.
- Excellent communication and presentation skills. Must be fluent in local language.
- Strong references from previous managers/supervisors- Experience in building contact database.
- Ability to effectively advise and influence customers through consultative selling techniques.
- Customer-driven attitude with an adaptable and versatile approach to finding solutions.
- Strong interest in technology & attention to detail.
- History of consistently meeting (and often exceeding) sales goals.
- High Energy & Multi-Tasking acumen
- Fine understanding of the Tech driven future.
- Perfect Time Management skills.
- Proven methods of Planning & Organization of task flows& client coordination & follow ups.
- Expertness in Mediating and Negotiating