



**Role:** Sales Manager/Regional manager

**Company name:** Netplace Technologies Pvt Ltd

**Work Location:** Mumbai + All Metro cities

**Experience:** 8 to 10+ years

**Functional Area:** Sales, Business Development.

**Role Category:** Corporate Sales

**Employment Type:** Full Time Job

**Job Brief & Responsibilities:**

- Manage the Customer Lifecycle
- Generate leads, Cold calling to prospective customers
- Conceptualizing solution as per customer's requirement
- Costing & offer to draft, Reviewing case-wise statutory taxes & duties applicable
- Pre-sales activities & Frontend Negotiations with the customer
- Post-sales activities & Service Management
- Initiate & lead kick-off meetings
- Handle customer queries & escalations
- Relationship building to ensure customer satisfaction & repeat business.

**Requirements:**

- Any Graduate
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Committed to continuous education through workshops, seminars, and conferences.
- Proven ability to drive the sales process from plan to close.
- Excellent mentoring, coaching, and people management skills.

**Details required from candidates:**

- Total years of work experience-
- Reason for a Job change-
- Total sales target in previous year (Individual)-



- Total sales target in current year (Individual)-
- Sales target achieved in previous year-
- Sales target achieved in current year-
- Major clients, you have handled-
- Notice Period-
- Current CTC-
- In hand per month salary-
- Sales incentives-
- Expected CTC-