

JOB DESCRIPTION FORM

Position:	Synopsys -National Manager	Client:	NA
Department:	Brand Sales	Location:	Anywhere in India

Job Description Synopsys Sales

Competencies required and Primary Skills:

- Good Experience in Sales process
- Prior experience of EDA (Mentor/ Cadence) industries would be ideal.
- Experience in selling Solution to Manufacturing Industries or Automotive Industries or Government or Defense or Institutions is preferred.
- Excellent Communication and Presentation Skills, analytical & leadership skills.
- Go getter attitude, High energy level, Open for travel.
- Strong business sense and industry expertise.
- Commitment to continuous learning for adapting to newer technologies.
- Organization and planning, problem analysis and problem-solving, persuasiveness, adaptability, innovation, judgment, decision-making, stress tolerance.

Key Responsibilities:

- Achieving Sales targets.
- Prospecting, forecasting, business development, territory management, account management.
- Complete accountability in the sales process, negotiation up to payment realization
- Executing strategic plans for key customer wins, competitive wins and customer satisfaction.
- Coordination with marketing department for leads generation and leads management.
- Coordination with technical team for pre-sales (demonstrations, benchmarks) and post-sales technical requirements of customers.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional conference, networking, lead generation.
- Maintaining business ethics, on time reporting and proper documentation.
- Build strong customer business relations, references for upsell and cross sell.
- Develop market knowledge

Experience: 12-15 Years

Qualification

Must possess an aggregate of 70% in 10th / 12th / Diploma/ BE, MBA Marketing

Competencies required

- Excellent presentation and written communication skills in English.
- Team player with good Interpersonal skills.
- Highly self-motivated and Focused.
- Ready to travel, prepared to occasionally work out of working hours.

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