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JOB DESCRIPTION FORM

Position:	Business Manager	Client:	NA
Department:	Brand Sales	Location:	Kolkata

Job Description:

Competencies required and Primary Skills :

- Good Experience in Sales process
- Prior experience of Mining industries would be ideal.
- 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

Qualification

Must possess an aggregate of 70% in 10th / 12th / Diploma/ BE.

Experience: 5-7 years

Competencies required

- Excellent presentation and written communication skills in English.
- Installation of software procured by customers, solving technical issues and troubleshooting skills.
- Team player with good Interpersonal skills.

- Good training delivery skills (Online and Onsite).
- Highly self-motivated and Focused.
- Customer relationship building skills and ready to perform in customer pressure.
- Ready to travel, prepared to occasionally work out of working hours.

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