



**Position:** Manager – Product Sales with 5 to 8 years of experience in Corporate Sales.

**Location:** Mumbai

**Role Goal:** To achieve monthly, quarterly and annual Sales Targets for Grass Roots business.

Based in Mumbai, you will be responsible for all Sales Activity, more specifically, identifying, developing and closing new opportunities. In addition to having a successful track record in Sales working with middle and senior level management, you will also demonstrate a proactive approach. You are self-motivated and have high levels of energy. It is essential to possess good presentation skills, strong on building long term relationships and a team player. This is an intensive field work assignment that requires regular intra and intercity travel hence this is only for a focused performer who is in the habit of beating Sales targets and profit margins. This position reports directly to the Head of Sales.

### **Key Responsibilities**

- Identify Opportunities & build and execute structured selling approach in line with HR, Marketing and Business directives.
- To constantly keep oneself updated with key trends in the market.
- To ensure all opportunities are taken to promote services and increase prospect base.
- Establish key relationships with corporate clients and agencies to ensure maximum exposure and increase revenue. Networking within assigned client organizations to understand organizational structures and prospective business needs so that one can target sale opportunities effectively.
- To ensure personal presentation is of the highest standards at all times to project GRG's professional image to clients
- Liaise with the rest of the team on a day to day basis to obtain new sales leads
- Be pro-active in putting forward suggested actions to achieve the sales targets
- Responsible for Reporting as per business / group requirements
- Ensuring quality briefing and specification documentation is complete for approved clients and that client solutions being presented are feasible and profitable.
- Assessing assigned client contractual situations to ensure the best possible agreement structure is in place to lock in clients.

### **Grass Roots India**

Tajonline India Pvt. Ltd, 3rd Floor, B Building , A Wing , Mafatlal Chamber, N.M.Joshi Marg, Lower Parel (E), Mumbai 400013



- Produce and regularly maintain a growth plan document for all assigned clients.

### **Success Measures**

- Achieving business target.
- Successful Deployment of Sales Strategy.
- Demonstrated identification and closure of solutions for assigned clients.

### **Key Qualities / Traits**

- Passionate
- Energetic
- Can do attitude
- Curious
- Problem solver
- Lateral thinker
- Creative / idea generator
- Tolerant
- Attention to detail
- Genuine interest in business
- Buy in / all hands approach