



SALES MANAGER ROLE

About us

GRG India is a SAAS company providing products in incentive and reward management. Our SAAS products help companies engage and incentivize their employees, customers, and channel partners. Our clients include some of India's top brands across BFSI, FMCG, Construction, IT, Agro Chemicals, and Automotive industries.

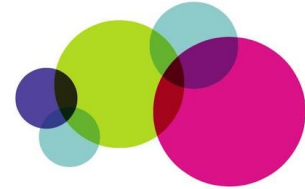
Our products include:

- **Buzz** – a comprehensive Reward and social recognition product for employee engagement that helps drive performance and innovation at the workplace. It is designed to empower business, from accelerating employee engagement to helping appreciate good work and motivating employees to deliver on business objectives.
- **My Incentives** – Gamified incentive platform to drive performance for sales teams and channel partners.
- **My Supercheques** - Dynamic and scalable Reward platform designed to incentivize and recognize in real-time by issuing digital e-codes. This can be used for promotions and as a quick and easy Reward for Employees and Channel as well. Employees can turn their e-codes into digital or physical gift card Rewards

We are looking to add a sales manager. 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 business acquisition working with middle and senior level management, you will also demonstrate a proactive approach to building new relationships. Essential that you are a focused performer who is in the habit of beating Sales targets.

Responsibilities of the role:

- Join a Rockstar team and help us in building and growing an incredible platform of SaaS products aimed to motivate employees and sales teams
- Devise and implement sales strategy to reach mid market and enterprise customers within the Indian market



- Close deals and nurture them across the sales funnel from prospect, identified, qualified and pipeline stages. Introduce the company and product to leads and qualify based on interest, conduct product demos and close deals.
- Identify opportunities and develop innovative methods to establish a wide network amongst target companies and mine existing relationships to generate more customer leads.
- Build product and domain expertise by understanding product functionalities, market positioning, competitive landscape, product-market fit, and so on.
- Monitor sales funnel metrics and collaborate with the marketing and client servicing teams.

What you will need:

- 2+ years of experience in any sales role (preferably in a field related to technology or engineering/ tech related educational background)
- Result/achievement oriented with a high degree of push power, pro-activity and product focus
- A self-starter with high-energy levels and an entrepreneurial mindset.
- A high degree of empathy; ability to develop credibility to positively influence and collaborate with multiple stakeholders internal as well as external.
- Humility, willingness to learn and proactive / at cause attitude towards the projects that come their way.
- Strong verbal and written communications skills

Reports to:

Sales Lead

We offer high growth opportunities, a culture of recognition (we don't just sell our SaaS product, we use it ourselves everyday) and a hybrid work environment (meet your co-workers in office a few days a week/ a week a month but work where you're most productive). The office is based in Lower Parel, Mumbai. We also offer competitive market compensation and meaningful ESOPs and are in the process of fundraising to grow our SaaS business.