

SALES MANAGER

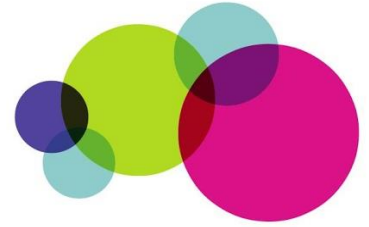
About us

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:

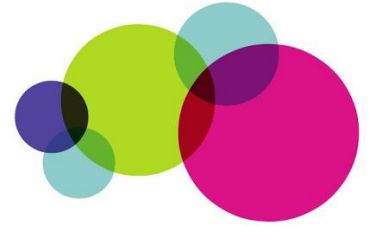
- **My Incentives** – Gamified incentive platform to drive performance for sales teams and channel partners.
- **Buzzz** – a comprehensive Reward and social recognition product for employee engagement that helps drive performance and innovation at the workplace. It is designed to empower business, from accelerating employee engagement to helping appreciate good work and motivating employees to deliver on business objectives.

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
- **Lead Generation:** Identify opportunities and develop innovative methods to establish a wide network amongst target companies and mine existing relationships to generate more customer leads.
- **Lead Qualification:** Identify and research incoming leads through various channels. This often involves initial outreach and assessing whether these leads fit the company's target criteria.
- **Product Demonstrations:** Build product and domain expertise by understanding product functionalities. Assist in setting up and conduct product demonstrations or presentations of features and benefits.
- **Customer Relationship Management:** Maintain and update customer information in CRM systems, track interactions, and manage follow-ups to ensure a smooth sales process.
- **Sales Support and Coordination:** Assist with administrative tasks such as preparing sales materials, managing schedules for meetings and demos, and coordinating with other departments like marketing or customer support.
- **Sales Reporting:** Tracking and reporting on sales activities, lead status, and progress towards targets.
- **Market Research:** Gather and analyze market information to identify trends, competitor activities, and customer needs.
- **Customer Feedback:** Collect and relay feedback from prospects and customers to help improve the product and sales approach.
- **Assisting in Closing Deals:** Support the sales lead in finalizing deals, prepare contracts, and ensure that all aspects of the sales process are completed effectively.
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What you will need:

- 2-4 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:

Head of Sales and Strategy

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 Sewri, Mumbai. We also offer competitive market compensation and meaningful ESOPs and are in the process of fundraising to grow our SaaS business.