

Sales Head- South Region

SkillSonics (<http://skillsonics.com/>) implements Swiss customized vocational and education training programs adapted to local requirements at companies and training institutes in India and other countries. SkillSonics with their presence in India and Switzerland, brings in Global Gold Standard, the Swiss Dual Track Apprenticeship program and Vocational Education learning for Industries, Institutes and Government Initiatives for respective countries. SkillSonics is partner to SwissMem (<https://www.swissmem.ch/en.html>), the leading association for companies in Switzerland's mechanical and electrical engineering industries (MEM industries) and related technology-oriented sectors. SkillSonics India is a NSDC (National Skill Development Corporation) partner company.

Job Description

_Responsible for meeting quarterly and annual sales targets in the territory.

- Development of new prospects in the territory.
- Disciplined use of internal systems, following prescribed sales methodology.
- Responsible for managing sales forecasting, planning, and budgeting process across the region.

Development of territory strategic plan that includes researching marketing conditions, competitors; business potential, and strategy for targeting key accounts.

Develop and execute a business plan, account plans, strategy and tactics (updated on a quarterly basis) to generate revenue from the assigned geographical territory and/or account base.

Build and manage relationships in medium to the large sized organization.

Execute consultative sales methodology and manage complex sales-cycles from lead identification to closure

Take the strategic lead in major accounts and significant opportunities.

Learn and utilize the corporate Sales tools and Sales Playbooks.

Provide leadership and coaching in the region

Investigate and notify company of competitive products, promotions, selling techniques, and marketing policies

Prior Experience in Corporate Training/ Solution Sales/ consultative sales/product sales

Prior Experience in Industrial Sales/ Industrial Solution Sales is mandatory

Education:

- MBA Graduate from a reputed University
- BE- BTech Mandatory
- Excellent Communication Skills
- Open to Travel PAN India

Experience:

- 5-8 Years (Preferred)
- Industrial Product Sales Experience Mandatory
- Excellent English Communication

Job Location: Chennai/ Bangalore