

Kenyt.AI

Enterprise Sales Manager

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Hyderabad
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 600000 - 800000
Category	Level 2 - General
Description	<div>Objectives<ul style="list-style-type: none">- Sell enterprise SaaS software in a rapidly growing environment.- Help expand company sales in new geographies (India and Abroad)- Talking to client's senior management, pitching to them and closing the sales- Developing sales strategies to meet sales targets/quotas.- Sell AI technology and business around it which is in great demand in market- Dazzle customers demonstrating strong knowledge in key areas such as technology, trends, products, and industry.</div> <div>Responsibilities<ul style="list-style-type: none">- Identify business opportunities by doing market research and identifying right prospects- Qualify leads and advances them to the next step in the sales cycle.- Hands-on experience with multiple sales techniques (including cold calls, campaigns, and mail, social).- Sell products by establishing contact with client's senior management and pitching and selling the product to them- Presenting and demonstrating the value of products and services to prospective buyers.</div>

- Become a technology consultant to recommend initial solutions and overcome prospective customer objections.
- Establish sales pipeline and sales funnel
- Follow and execute on monthly and quarterly sales targets
- Stay current with company offerings and industry trends
- Build and maintain lasting relationships with clients and partners by understanding focus and needs, and anticipating them in advance
- Accurately log, track, and maintain records using CRM (HubSpot, Zoho etc.)
- Illustrate the value of products and services to create growth opportunities; compile and analyze data to identify trends.

Requirements:

- Excitement: Selling brand-new technology products
- Passion: Sales
- Attitude: Do what it takes

Skills:

- Highly effective verbal, written, presentation, and interpersonal communication skills.
- The drive and energy to manage multiple accounts while looking for new opportunities.
- Ability to understand client needs, and negotiate costs and services.
- Proficiency in Microsoft Office and CRM software, with aptitude to learn systems.
- Willingness to travel as needed to meet with clients and prospects.
- Comprehensive and current knowledge of company offerings and industry trends.
- Eagerness to crush goals and lead sales prospecting.
- Understanding of sales performance metrics.

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Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Marketing
2. Human Resources
3. Business Administration & Management
4. Commerce
5. Entrepreneurship
6. Finance & Financial Management
7. Accounting
8. Banking
9. Digital Marketing
10. Finance

11. Marketing
12. Human Resource

MBA (Semester)

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

Eligibility Criteria

BBA

All students are eligible

MBA (Semester)

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students
[Y] Female students
[Y] Other Genders

Backlogs

Students with any number of ongoing backlogs are eligible

Hiring Workflow

Technical interview

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information