

**Position:** Software Sales Lead

Join a young and dynamic team, which opens the doors of the world to you. With clients, in more than 8 countries, by joining us, you can become part of the continual growth. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

**About Us:** Faber Infinite ([www.faberinfinite.com](http://www.faberinfinite.com)) is one of the finest and growing global management consulting and technology solutions organizations with expertise in helping client organizations implement Transformation (Change) Management and Business Excellence practices in order to become more effective, efficient and flexible. Faber Infinite is closely working with clientele across India, Africa & Middle East.

**Location:** Ahmedabad/ Baroda

**Desired Skills:**

- Understanding of software/ IT would be a plus
- 1-2 years of experience in selling, preferably software products/ IT solutions
- Excellent communication skills; should have strong written / oral command over English, Hindi and regional language and should effectively communicate with top brass of the Organization
- Strong presentation and negotiating skills
- Good market knowledge and should have good exposure to sales planning / forecast
- Ability to be a high impact player
- Ability to think strategically, balancing long and short-term priorities
- Willingness to travel

**Job Role:**

- Responsible for achievement of sales target of entire region.
- Plan approaches and pitches.
- Build relationships with new clients.
- Understand client needs and provide solutions.
- Forecast sales targets and ensure they are met.
- Track and record activity on accounts and help to close deals to meet these targets.
- Develop negotiating strategies.
- Close new business deals by coordinating requirements; developing and negotiating Contracts; integrating contract requirements with business operations.



- Protect organization's value by keeping information confidential.
- Update job knowledge by participating in educational opportunities; reading Professional publications; maintaining personal networks; participating in professional Organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

**Educational Qualification:** Any Graduate/ Post Graduate. Candidate may have a degree in Engineering, Marketing or Business Administration, etc

