



**Position:** Software Sales Lead

Join a young and dynamic team, which opens the doors of the world to you. With clients in more than 7 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:** Prizma Digitech is one of the finest global organizations with expertise in Skill Analysis and Development. We have been successfully assisting leading organizations in Asia Pacific, Middle East and Africa to improve their performances via Skill Analysis, Training Need Analysis/ Identification and Development Exercises.

**Desired Skills:**

- 2-3 Years of experience in selling SaaS or cloud-based solutions.
- Excellent selling, communication and negotiation skills should have strong written/verbal command over English. (Knowledge of Hindi and regional language would be an added advantage).
- Should effectively communicate with top brass of the Organization.
- Ability to create and deliver presentations tailored to the audience needs
- Good market knowledge and should have good exposure to sales planning / forecast
- Take ownership of assigned region and enhance customer relationship.
- Highly motivated and target driven with a proven track record in sales.
- Supporting marketing team to prepare promotional material.
- A self-starter and ability to lead sales team and assign task as per the requirement
- Articulate solutions with a strong business acumen.
- Willingness to extensive travel

**Job Role:**

- Work closely with internal marketing, sales, and operations team to prospect clients and schedule well-qualified introduction calls and demos
- Work across channels (web, email, phone, and in-person) to convert prospects and close the deal.
- Present, promote and sell products/services using solid solution to existing and prospective customers
- Act as a key account manager to clients.
- Demonstrate product features before and after the sale.



- Responsible for achievement of sales target of entire region.
- Plan approaches and pitches.
- Build relationships with new clients. Ability to tell a compelling story about how product features can address business issues
- 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.
- Proactive in participating professional event, maintain networking and exploring opportunity to add value to Job.

**Educational Qualification & Criteria:**

- Master's degree in business administration or other relevant degree.
- Bachelor/master's in computer science or related fields preferred
- Candidate must be in working profile at present and not between the jobs.