

Sales Executive - ServiceNow

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Company: Kaptius - We Make WorkFlow

Location: hyderabad

Category: other-general

Company DescriptionKaptius is a recognized ServiceNow Elite Partner dedicated to transforming business operations through innovative technology solutions. Our commitment to excellence has made us a leader in IT service management, helping organizations achieve their strategic goals with the ServiceNow platform.**Work Location :** Hyderabad/Remote - India

Role DescriptionWe are seeking an experienced Sales Executive who specializes in the ServiceNow platform to drive sales and expand our customer base. The ideal candidate will have a strong background in selling SaaS platforms and a deep understanding of how ServiceNow can be leveraged to transform business operations.**Key Responsibilities**Develop and execute sales strategies to meet revenue targets for ServiceNow solutions and Kaptius services.Cultivate strong relationships with potential and existing clients to understand their business needs and propose tailored ServiceNow solutions.Conduct presentations and demonstrations of the ServiceNow platform to showcase its capabilities and benefits.Navigate complex sales cycles, involving multiple stakeholders and decision-makers.Collaborate with the marketing team to create compelling sales materials and participate in industry events and trade shows.Maintain a thorough understanding of market trends, competitor activities, and potential for new products and services.Ensure customer satisfaction and long-term engagement by aligning their needs with the features of the ServiceNow platform.**Qualifications**Minimum of 2 years of sales experience with ServiceNow, Salesforce, or Workday (any SaaS platforms).Must have direct experience in selling the ServiceNow platform.Proven track record of achieving sales quotas and managing sales pipelines.Strong analytical and negotiation skills.Excellent verbal and written

communication skills.Desired SkillsStrategic and analytical thinking with a consultative approach to solving client problems.High degree of professionalism and an ability to work autonomously.Strong networking skills with a knack for building productive business relationships.Familiarity with Service Management (ITSM/CSM) software and sales performance tools.How to ApplyInterested candidates are invited to submit their resumes detailing their experience in SaaS sales and specific achievements with the ServiceNow platform to hr@kapitus.com

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