

Territory Sales Manager

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Company: Readywire

Location: new delhi

Category: other-general

Greetings from Readywire!

Readywire, a leading Cloud ERP Product Company headquartered in Hyderabad. We specialize in providing cloud-based ERP solutions tailored to the specific needs of the Automobile Dealership Vertical, powered by the robust AWS Cloud platform.

Our core services include onboarding and implementation of the Readywire ERP Product for automobile dealerships. We take pride in assisting our clients, especially Accountants and Accounts Managers, in optimizing their operations and streamlining their financial processes using our ERP solution.

As we continually strive to enhance the value we offer to our clients, we recognize the importance of comprehensive training and education. It is with this goal in mind that we would like to explore a collaboration opportunity with you.

Territory Sales Manager for Delhi NCR/Mumbai/Pune - Locations

Job description:

The primary role of Territory Sales Manager is to achieve the overall revenue goal from the assigned territory.

In order to achieve this goal, the Sales Representative will be responsible and accountable for:

*Understanding the challenges of prospects and customers in the assigned territory

*Developing and executing a territory plan

*Identifying and qualifying opportunities

It is expected that the Territory Sales Manager be adept at creating and nurturing senior executive relationships on their own, while positioning the Readywire ERP to the Automobile Dealerships/OEM's.

In that capacity, the Sales Representative must:

Have excellent Presentation Communication skills.

Should handle first level product presentations.

Give the Product Presentations, Schedule Demo, give 1st level Demo Build POC and prepare deliver proposals to customers.

Maintain good long-term relations with existing and new clients.

Should have the ability to nurture develop Enterprise accounts for business.

Have ability to work under pressure and deliver targets.

Desired Profile:

Prior Requirements of 10+ years of IT/ERP Selling experience.

Should have achieved or overachieved target in the last 3 years.

Preferable to have sold On Premise and subscription licenses.

Preferable to have Solution Selling experience.

Having an ERP product Sales experience in automobile industry/ERP Product Sales experience is a plus.

Must travel in the assigned territory (Tier - I & II cities).

The Job Involves:

Direct Sales, Cold Calling, Field work/Travelling, Excelling communication skills, Scheduling Demos, Giving first level Demo, Sending DAR to the Sales Manager, Updating the CRM on a daily basis etc.

Required Skills:

Must have stability, be passionate and aggressive with ERP sales.

Company URL: www.readywire.com

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