

IT Sales Professional / Business Developer

Incubators Global, Chennai

An opportunity to join, create and grow our new B2B channel sales team on behalf of our partner vendors. Associates will identify, qualify and court sales leads around the world to introduce them to our clients' product offerings.

Responsibilities:

- Understanding customers' business needs and applying product knowledge to meet those needs.
- Ensuring service quality through in-depth knowledge of technical specifications and features of vendors' product lineup.
- Working with vendors' on-shore team to learn product functionality as well as provide feedback regarding potential new functionality identified by sales leads.
- Identifying, qualifying and developing new business leads through networking and courtesy/follow-up calls.
- Cold-calling in order to create interest in products and services, generate new business leads and arrange online demonstrations.
- Preparing and delivering customer presentations & demonstrations of products over the web, articulately and confidently.
- Keeping abreast of developments in changing software and hardware systems.
- Developing effective sales plans using sales methodology.
- Providing technical advice to customers on all aspects of the installation and use of the products, both before and after the sale.
- Meeting sales targets set by managers and contributing to team targets.
- Nurturing relationships with existing customers in order to promote additional products and upgrades.
- Handling product issues and faults. Being able to quickly identify when an issue needs to be passed onto specialized support teams.
- Liaising with and handing closed clients over to the on-shored direct sales team.

Education/Experience:

- While this position is open to all graduates, a degree with high technical content such as Computer Science, Information Technology or Electronics & Communication is preferred.
- Affinity to computer technology and IT-related knowledge. Basic knowledge of Microsoft Exchange Server and Microsoft SQL Server is a bonus.
- Sales experience with evidence of exceeding sales targets and the ability to build successful customer relationships.
- Self-motivated and possess a competitive, results-driven attitude
- Strong interpersonal skills and the ability to empathize with potential clients.

- A good level of technical understanding with enthusiasm for new technology and its commercial uses
- Stamina, resilience and the ability to work well under pressure
- Articulate and confident presentation skills and professional telephone manner
- Time-management skills and the ability to prioritise
- Attention to detail
- Persuasive and influential verbal communication skills
- Ability to work well with a team
- Business awareness