

Tatvic Analytics

<https://www.tatvic.com/job/senior-sales-manager-india/>

Senior Sales Manager – India

Responsibilities

Role Overview:

We are seeking a results-driven Senior Sales Manager to spearhead new business growth and cultivate strong client relationships. This role is pivotal in driving revenue growth and will involve leading a high-performing frontline sales team to achieve ambitious sales targets and explore untapped business opportunities.

Key Responsibilities:

Sales Strategy and Growth:

- Develop and implement effective sales strategies to drive revenue growth and achieve company targets.
- Lead the sales team in identifying and pursuing new business opportunities, expanding market presence, and maximizing sales potential.
- Analyze market trends, customer feedback, and competitor activity to adjust strategies accordingly.
- Be able to generate business through self-driven efforts and not just be dependent on the MQLs provided by the marketing team.

Team Leadership and Development:

- Provide strong leadership to the sales team, fostering a culture of collaboration, accountability, and continuous improvement.
- Mentor and develop team members, offering guidance on sales techniques, account management strategies, and professional growth.
- Be able to guide the team into identifying opportunities to maximize the deal size wherever possible.

Performance Monitoring and Reporting:

- Monitor sales performance metrics, track progress against goals, and provide regular reports to senior management.
- Utilize data-driven insights to make informed decisions, optimize processes, and drive business growth.

Hiring organization

Tatvic Analytics

Employment Type

Full-time

Job Location

Ahmedabad

Date posted

April 23, 2025