JOB DESCRIPTION

SystMade®
Safer Today & Tomorrow.

Regional Sales Manager / Sr. Regional Sales Manager

EXPERIENCE	✓	7+ Years
ANNUAL PACKAGE	✓	8,00,000 - 15,00,000 P.A

Responsibilities and Duties ›

- *Independent and self-starter who can work without any supervision.*
- *Undertaking market research to determine target organizations and key decision makers.*
- *Ability to present SystMade Products for Government Projects & potential clients.*
- *Ability to help clients in a consultative approach in evaluating our products and manage end-to-end sales cycle. You will be involved in all stages of deal lifecycle(Opportunity identification, communicating value proposition, creating client presentations and proposals, building, and maintaining client relationships.)*
- *Leverages internal teams to pursue and convert prospects and build robust pipeline.*
- *Develop Alliances and Partnerships and drive channels sales in the assigned region.*
- *Explain value-proposition of company's Products & Services to the prospect.*
- *Willing to Travel.*

Requirements ›

- *Significant experience in Antivirus Software Sales.*
- *Minimum Experience of 7 Years in the same domain.*
- *Effective Negotiation skills and proven sales record of successfully closing the deals.*
- *Ability to nurture and grow future business interest.*
- *Hands-on in writing proposals and presentation skills.*

Perks and Benefits › We Offer Fixed Salary and Incentives Upon Achieving Targets.

ROLE	✓	- Regional Sales Manager / Sr. Regional Sales Manager
INDUSTRY TYPE	✓	- IT
FUNCTIONAL AREA	✓	- Sales, Retail, Business Development, Government
EMPLOYMENT TYPE	✓	- Full Time, Permanent
ROLE CATEGORY	✓	- Distributor, Retail Sales, Government
EDUCATION	✓	- UG :Any Graduate
KEY SKILLS	✓	- Field Sales, Distributor Sales, Software Sales Target Achievement, Distribution Secondary Sales, Sales Executive Activities

*SystMade® is a multinational organization with its headquarters in USA. **SystMade®** is a dedicated digital-security software organization that strives to build a safer digital environment in the world with its best security products and services. **SystMade's®** product **"SystMade® Internet Security"** and **"SystMade® Total Security"** protects consumer's computer from unwanted threats and viruses, including malwares & spywares that can affect computer files and data.*