

Job Title	Domain	Location	HR Contact
Sales Director	Electric Vehicles	Bengaluru	hr@numocity.com

Job Summary	<p>The primary function of this role is to accelerate the growth of sales. Primary duties include collaborating with the senior team to set revenue goals and company strategy and implementing a sales plan to drive revenue growth and attending key events to generate leads. The primary function of this role is to accelerate the growth of sales of EV Charging Enterprise Software products.</p> <p>The successful candidate will be energetic, persuasive, and well organized and able to demonstrate the ability to sell.</p> <p>Define and execute appropriate sales strategies; business development, marketing, technical, ad operations and sales support programs to maximize sales and profitability.</p>
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Roles and Responsibilities	<ul style="list-style-type: none"> ● Create strong relationships with key client stakeholders at both senior and mid-management levels ● Understand the competitive landscape and market trends ● Understand and effectively communicate the company's value prop, tech, process, and current partnerships ● Establish sales objectives by forecasting and developing annual sales quotas for regions and territories, projecting expected sales volume and profit for existing and new products. ● Maintain sales staff by recruiting, selecting, orienting, and training employees. As well as counselling and disciplining employees; planning, monitoring and appraising job results ● Contribute to team effort by accomplishing related results as needed. ● Work with the Sales, Account Management and Operations, teams to implement targeted sales strategy ● Generate and maintain accurate Account and Opportunity plans ● Work with internal teams on behalf of clients to ensure the highest level of customer service ● Interface with technical support internally to resolve issues that directly impact partners ● Reporting and analytics ● Analyse pipeline and lead data, deliver periodic reporting to the sales and marketing teams providing key business insights: typical reporting relates to Demand Generation, Pipeline Forecast and Trends, Conversion Rates, Target Account, Market Segmentation, Win/Loss, Age ● Drafting detailed and accurate sales reports. ● Establishing a sales training program to train new employees.
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Experience	<ul style="list-style-type: none"> ● 15+ years of experience
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Qualifications	<ul style="list-style-type: none">• Bachelor of Engineering or any equivalent degree• MBA/PGDM from reputed colleges.
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Skills	<ul style="list-style-type: none">• Presentation Skills• Client Relationships• Negotiation• Prospecting Skills• Sales Planning
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CTA button: HR@numocity.com (email)