

Job Title : Territory Sales Manager

Industry / Products : Unified Communication / AVSI / IT Networks / EPABX Systems

Location : Noida

About Us : We are dynamic, growth oriented, professionally managed company , unified communication, Audio Video System Integration and IT Networks solutions and services to large corporate and MNC enterprises. The company has PAN India operations from 8 cities, with Head Office at Noida.

### **Job Overview and candidate requirement**

The candidate will be responsible for sales of Unified Communication Solutions/ IT Networks / AVSI solutions - targeted to Large corporate enterprises, Government, MNCs and SME clients. Candidate should be a graduate with 3 to 15 year experience in sales of Unified Communication / EPABX Systems IT Network / AVSI industry. The candidate should be career oriented and have good communication, techno-commercial and presentation. Skills.

### **Job Responsibilities**

- Understanding customer requirement and presenting the solution.
- Preparing and submitting proposals to customers, negotiations and closing the deals.
- Tender Bid preparation , submission and follow up.
- Key Account Management
- Knowledge & experience on GEM will be added advantage

**Salary** : Commensurate with the candidate's skill and experience but not a limiting factor.