

**POST: MANAGED SERVICES SALES MANAGER, Mumbai**

**Education:** Graduate, Preferably MBA in Sales / Marketing

**Experience:** 5 -7 years as Business Development Manager or Sales Manager for IT Services

**Market segment:** Exposure in vertical market segment of BFSI/ Manufacturing/ IT-ITES / Education / Fintech / Retail

**Skills:** Leadership, Good communicator, Relationship builder, well versed with English / Hindi / preferably Marathi languages, Aggressive in Sales activities.

**Knowledge:** IT Services Sales processes, Mumbai as a territory and good connects with customers, IT Infrastructure OEMs. Connects in Pune will be an added advantage.

**Reporting to:** Sales Head - HQ

**Joining:** Immediate

**Location:** Syndrome, Mumbai

**Gender:** Male / Female

**Job Description:**

- As a MS-SM, will focus on critical, complex, strategically or tactically important deals of IT Services, with high visibility in vertical market segment mentioned above.
- MS-SM need to penetrate Syndrome's Managed Services solutions into these accounts.
- Building "C" Level relationships (mainly with CIO, CTO, CFO) to generate business opportunities from these accounts.
- Should have handled and generated business of AMC, Contract renewals, IT Audits, advance services.
- Knowledge of Service Level Agreements, of various IT services, with corporates
- Manage Large Opportunities and big business, Run Rate business and Competitive Sales situations at these accounts with good profitability and timely payment collection.
- Maintain the account mapping matrix of the organisation and build a strong relationship across, to have continued business from these accounts.
- Maintain healthy relationships with OEMs and vendors for business growth and continuity.
- Verify customers' credit ratings, and appraise Syndrome finance, in order to determine contract terms and trade-in values.