

JOB DESCRIPTION	
Job title:	Enterprise Sales Manager (ESM)
Job overview:	To generate the revenue, growth across the Syndrome's verticals (Data Center built, Networking, Collaboration, Virtualization, Storage, Managed Services) to generate reference accounts for Syndrome, across each of the verticals,
Primary Responsibilities and Activities:	<ul style="list-style-type: none"> - As a ESM , you will focus on critical, complex, strategically or tactically important deals with high visibility, and be responsible to sign the deals, - The Enterprise Sales Manager to deep penetrate the Syndrome's solutions into these accounts, development of reference customers, - Develop the business development strategy & get buy in from stakeholders & execute, - Building "C" Level relationships and building Growth strategies with specific communities across Global & Local Systems Integrators to help service these large customers, - Taking care of big account/Field contact candidate, - Manage Large Opportunities and big business, Run Rate business and Competitive Sales situations at these accounts, - Maintain the entire list of Customer Organization structure (Like Decision maker, Show Stopper, Competition etc), - Verify customers' credit ratings, and appraise equipment in order to determine contract terms and trade-in values,
Preferred knowledge and skill set:	<ul style="list-style-type: none"> - Having Knowledge of Networking, Unified Communication, Data Center, Virtualization will be added advantage, - It will involve building relationships with strategic C Level executives across the key accounts - Complex Problem Solving - Identifying complex problems and reviewing related information to develop and evaluate options and implement solutions - Critical Thinking - Using logic and reasoning to identify the strengths and weaknesses of alternative solutions, conclusions or approaches to problems - Judgment and Decision Making - Considering the

	<p>relative costs and benefits of potential actions to choose the most appropriate one</p> <ul style="list-style-type: none">- Management of Personnel Resources - Motivating, developing, and directing people as they work, identifying the best people for the job- Writing - Communicating effectively in writing as appropriate for the needs of the audience
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