

Sales Support

Job Responsibilities

- Responsible for RFI/ RFP Process Management (Request For Proposal)
- Creation of comparative consultant reports, based on feedback generated through the consultative channel
- Making customer demo's and high-powered presentations
- Involved with meeting clients and interpreting their requirements

Job Requirements

- BE / BTech and an MBA
- Over 5 years of experience in a large Systems Integration firm or a software company in the sales support function
- Good communication and Interpersonal skills
- Team player, Creative, Systematic, Confident, Highly organized and Committed
- Positive attitude
- 3 to 5 years of experience with direct customers
- Business Competence - Understanding of market and business trends in software and solution selling and preferably Quality Management Systems