

<b>Business Unit</b>	Products	<b>Reporting to</b>	National Sales Head
<b>Department</b>	Sales	<b>Location</b>	Delhi
<b>Designation</b>	Regional Sales Manager (North)		

## COMPANY OVERVIEW:

**MRO-TEK** Limited is a leading Indian public listed company with a 40 Year legacy of providing highly reliable OEM Network Products for the Telecom Industry. Headquartered in Bangalore, our environment friendly factory campus is spread over 84,000 square feet. We are a DoT Listed Trusted Source for telecom products and our Key Portfolio products have achieved Trusted listing on the DoT Trusted Portal. MRO-TEK also has a small portion of Real Estate Leasing activities With a strong commitment to excellence and Product innovation, we strive to deliver superior value to our customers, shareholders and stakeholders while upholding the highest standards of corporate governance and social responsibility.

## POSITION OVERVIEW:

The Regional Sales Manager role is responsible for driving Sales of MRO TEK Products across all the relevant market sectors within the AoR. Reporting directly to the National Sales Head, he plays a critical role in meeting the defined sales targets and promoting the MRO-TEK brand in the Market.

## KEY RESPONSIBILITIES:

- Gains access and manages relationships with executive level personnel and decision makers
- Leveraging and maximizing SI/Partners as the fulfillment channel while working with end user accounts on IT initiatives
- Demonstrates the value of a complex product and/or service technologies to advance customer business objectives
- Develops a keen understanding of customer decision making processes
- Consistently meets or exceeds Number objectives
- Working on issues that impact design/selling solutions or address proof of concepts, products or technologies
- Providing regular communication/feedback with sales and other teams to augment efforts and share support
- Maintaining knowledge of competitors in accounts to strategically position MRO solutions better
- Basic Knowledge of Telecom Regulations, RDSO Guidelines and Make in India Policy

## SKILL SETS:

- A strong understanding of networking concepts like LAN, WAN, routing, switching, firewalls, VPNs, etc.
- In-depth knowledge of Enterprise Network design & deployment, Public/private/hybrid cloud, SDN.
- Sales Skills:
  - Proficiency in the sales process, from prospecting and lead generation to closing deals and account management.
  - Ability to identify customer needs and present tailored networking solutions that address those needs.
  - Effective communication skills to present product information, demos, and proposals to potential customers.
  - The ability to negotiate pricing, contracts, and other terms to close deals.
- Strong interpersonal skills to build and maintain relationships with customers and partners.

## EXPERIENCE & QUALIFICATION:

8-15 years' experience in the field of Telecom, Enterprise & Govt/PSU with strong emphasis on product and solution selling.

Any Bachelor's Degree or an MBA or any sales/marketing certification will be a plus.

*MRO-TEK is an equal opportunity employer committed to diversity, inclusion, and employee development. We offer a competitive compensation package and opportunities for professional growth and advancement.*

*To apply for the Regional Sales Manager position, please submit your resume and cover letter outlining your qualifications and relevant experience to [HR@mro-tek.com]. We look forward to welcoming a talented and driven professional to our team.*