

JOB DESCRIPTION: NATIONAL SALES HEAD

Business Unit	Product & Services	Reporting to	COO
Department	Sales	Location	Bangalore
Designation	National Sales Head		

Qualification:

Any Degree with relevant experience MBA in sales & Marketing will be added advantage.

Skills Required:

1. Min 10 -15 Years' Experience in PSU/GOV/Banking /Telco/Railways/ISP market for access networking product sales.
2. Must have knowledge of Network Routers & switches, TDM, TDM/IP, modems, LAN extenders, Convertors, Access Last mile, GPON, Optical products.
3. Desirable to have knowledge on wireless products access points, wireless controllers, P2P/P2MP Radio backhaul solutions.
4. Must have strong contact base with the TSP/ISP and large System integrators.
5. Should have achieved over 100% of individual goal in last 2 fiscal years.

Responsibilities:

1. Responsible for managing sales team, developing business strategies to increase sales, forecasting & analyzing sales figures building relationship with key customers & developing promotional initiatives.
 2. Create and execute a strategic sales plan that expands MROTEK customer base and extends the company's global reach.
 3. Managing organizational sales by developing a business plan that covers sales, revenue, and expense controls.
 4. Creating a short- and long-term sales plan with the intention of achieving the given objectives.
 5. Consistently meet revenue goals in accordance with team/organizational goals.
 6. Recognize customer needs and provide insights for improving the product portfolio based on interactions with and feedback from customers.
 7. Should be capable of handling midsize sales team.
 8. Should be responsible for complete account management from identifying the leads, conversion, order closure, order execution, collections, after sales support.
- For more details please login to <http://www.mro-tek.com/>