Sales Manager	
Job title	**Sales Manager**
Experience	8 to 10 Years
Location	Mumbai
Work Mode	Onsite

Job Scope

The Sales Manager is responsible for driving revenue growth by developing and executing strategic sales plans, managing client relationships, and leading sales initiatives to achieve business objectives. The role involves identifying new market opportunities, managing key accounts, and collaborating with internal teams to deliver customer-centric solutions while ensuring consistent sales performance.

Accountabilities

- Develop and implement effective sales strategies to achieve revenue and growth targets.
- Identify and acquire new business opportunities through prospecting, networking, and market analysis.
- Manage and grow relationships with key clients and stakeholders.
- Lead the end-to-end sales cycle including lead generation, proposal development, negotiation, and closure.
- Monitor sales performance metrics and prepare regular reports for leadership.
- Collaborate with marketing, delivery, and product teams to align sales efforts with organizational goals.
- Conduct market research to understand industry trends, competitor activities, and customer needs.
- Mentor and guide junior sales team members where applicable.
- Ensure customer satisfaction and long-term relationship management.

Qualifications and Experience

- Bachelor's degree in Business Administration, Marketing, Sales, or a related field (MBA preferred).
- 8–10 years of experience in sales, business development, or account management roles.
- Proven track record of achieving or exceeding sales targets.
- Strong understanding of sales processes, CRM tools, and pipeline management.
- Excellent communication, negotiation, and presentation skills.
- Ability to build relationships with senior stakeholders and decision-makers.

- Experience in handling enterprise or B2B sales (preferred, depending on industry).
- Strong analytical and problem-solving skills with a results-oriented approach.

A brief about the company:

Predoole Analytics is a Data Analytics company providing actionable insights to CXOs with their expertise in niche disruptive technologies. We leverage Data Engineering, BI/AI and Automation as well as our Devops knowledge to help enterprises derive value out of data. We are Elite partner of OEMs like Qlik/Talend, Gold partner of Microsoft, Google Cloud partner and award-winning partner of Automation tool UiPath to name a few. We pride ourselves on maintaining a great culture conducive to the career growth of our employees. Please visit our website for more information www.predoole.com. Send your resumes at careers@predoole.com