Sales Manager at MO DATA

Experience: 7 - 15 Years

Salary: 2000000-4000000

SKILLS: Sales , Software Sales , Analytics ,

Bangalore ,Mumbai ,Delhi ,

Description

Responsibilities

• Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails

•Understand customer needs and requirements

•Route qualified opportunities to the appropriate sales executives for further development and closure
Responsibilities

•Close sales and achieve quarterly quotas

•Research accounts, identify key players and generate interest

•Maintain and expand your database of prospects within your assigned territory

•Team with channel partners to build pipeline and close deals

•Perform effective online demos to prospects

Requirements

Need Senior Sales Guy preferably with experience in software sales in analytics (7-15 yrs)

•Proven inside sales experience

•Track record of over-achieving quota

•Strong phone presence and experience dialing dozens of calls per day

•Proficient with corporate productivity and web presentation tools

•Experience working with Salesforce.com or similar CRM

•Excellent verbal and written communications skills

•Strong listening and presentation skills

•Ability to multi-task, prioritize, and manage time effectively

•BA/BS degree or equivalent

CTQ

Do you have experience working with Salesforce.com or similar CRM?

Are you Proficient with corporate productivity and web presentation tools?

Do you have experience in Performing effective online demos to prospects?

About Company

MoData Description MoData is changing the way world interacts with Data. With focus on business user we are at the forefront of making the Data and Analytics available to every business user who can benefit from it. We believe "Analytics is the new Reporting". As it happened with ?Reporting? we firmly believe Analytics would soon be part of every software application. MoData wants to play a major part in that transition.