

# IT BUSINESS DEVELOPMENT MANAGER

## JOB PROFILE

IT/Software Business Development Manager who can sell our IT/Software Products and Services to clients based across, Maharashtra, Gujarat and Karnataka.

## YOUR JOB RESPONSIBILITIES INCLUDE

End to end sales which includes –

- Selling servers, back-up , storages, etc
- IT - ITes, corporate, Government , Banking & institutional sales
- Close deals for the leads generated either by self-initiated call or internal leads given
- Responsible for acquiring and developing new business
- Must have Experience in both IT- Sales and Hardware sales
- Payment follow up once the delivery is made.

## SKILLS REQUIRED

- Experienced in selling Enterprise solutions which includes IT-Solution sales, Datacenter solution, IT storage, server sales, Networking solutions - Switches, Routers, Firewall, Wireless solutions
- Working with OEMs/Clients will be an added advantage.
- Good English Communication.
- Having technical background is not required but will be helpful.
- Positive Attitude.
- Ability to learn quickly.

## QUALIFICATION

- BE/B. Tech or MBA in IT sales having a minimum of 3 years of experience in the same field.

## PLACE OF POSTING

- Pune.