

# **Associate Project Manager – Sales Consultant**

**Company:** Stratefix Professional Pvt. Ltd.

**Location:** Office No. 1002, Rajhans Montessa, Surat Dumas Road,  
Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat – 395007

**Experience:** 7–9 Years

**Reports To:** Project Manager / Senior Project Manager

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## **About the Role**

- Stratefix Professional Pvt. Ltd. is seeking an Associate Project Manager – Sales Consultant with 7–9 years of experience in management consulting, B2B sales, corporate sales, or channel sales
- The role involves supporting the Project Manager in delivering sales consulting projects while independently managing key client relationships
- The candidate will drive execution of business growth strategies and work closely with client leadership teams to convert strategy into measurable outcomes

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## **Key Responsibilities**

- Understand client challenges related to sales performance, business growth, and market expansion
- Design and implement sales and business growth strategies at client locations
- Manage client relationships and ensure high levels of client satisfaction
- Support the Project Manager in planning, executing, and monitoring consulting projects
- Track sales pipelines, performance metrics, and project deliverables
- Analyze sales data, marketing metrics, and business trends to provide actionable insights
- Assist clients in setting sales targets and aligning sales and marketing strategies
- Guide and mentor Senior Sales Consultants and junior team members
- Coordinate with internal consulting teams to ensure effective execution
- Conduct market and competitor analysis to support strategic decision-making

- Travel to client locations as per business and project requirements

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## **Qualifications & Experience**

- BBA / MBA / Any Bachelor's Degree
- 7–9 years of experience in Management Consulting, Corporate Sales, Channel Sales, or B2B Sales
- Strong knowledge of sales processes (mandatory)
- Proven experience in client handling and consulting-based project work

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## **Skills & Competencies**

- Strategic and analytical thinking
- Strong problem-solving and complex thinking abilities
- Project management and team leadership skills
- Stakeholder management and client engagement
- Business process improvement with strong execution focus
- Research and analytical skills
- Proficiency in MS Office (Excel, PowerPoint, Word)

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## **Why Join Stratefix**

- Opportunity to work on high-impact consulting and business transformation projects
- Exposure to end-to-end strategy formulation and execution consulting
- Collaborative, performance-driven consulting environment
- Clear career growth path toward senior consulting and project leadership roles

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## **How to Apply**

 Email: [carrera@stratefix.com](mailto:carrera@stratefix.com)

 Mobile: 7435886720