

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

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 Stratifix

- 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: career@stratefix.com

 Mobile: 7435886720