

# Deputy Sales Consultant

| Field                         | Details  |
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| Company Name                  | Stratefix Professional Pvt. Ltd.   |
| Job Title                     | <b>Deputy Sales Consultant</b>   |
| Location                      | Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007   |
| Experience                    | <b>6+ years in Management Consulting, Channel Sales, Corporate Sales, or B2B Sales (preferred)</b>   |
| Reports To                    | Senior Sales Consultant  |
| About the Role                | As a Senior Sales Consultant, you will <b>drive business growth</b> for clients by understanding their challenges, designing strategies, and implementing solutions. You will collaborate with client teams, monitor performance metrics, and ensure client satisfaction while solving complex business problems.  |
| Key Responsibilities          | <ul style="list-style-type: none"><li>- Understand client challenges in sales and business growth.</li><li>- Design and implement business growth strategies at client locations.</li><li>- Solve complex business problems to drive client success.</li><li>- Manage client relationships and work closely with client teams to achieve desired outcomes.</li><li>- Drive projects to ensure client satisfaction and project success.</li><li>- Learn client products and services, including sales terms, features, and policies.</li><li>- Assist clients in setting sales targets and collaborate with marketing teams to develop strategies.</li><li>- Monitor sales numbers, marketing metrics, and calculate business trends such as monthly sales rates.</li><li>- Analyze market trends to provide actionable insights.</li><li>- Willingness to <b>travel to client</b> sites as per business requirements</li></ul> |
| Requirements / Qualifications | <ul style="list-style-type: none"><li>- <b>BBA / MBA / Any Bachelor's Degree</b></li><li>- <b>Strong strategic planning and visionary capabilities.</b></li><li>- Strong knowledge of <b>Sales Processes</b> (mandatory)</li><li>- Problem Solving &amp; Complex Thinking</li><li>- Team Handling &amp; Leadership</li><li>- Research &amp; Analytical Skills</li><li>- Excellent proficiency in <b>MS Office</b> (Word, PowerPoint, Excel, Access)</li></ul>  |
| Skills & Competencies         | <ul style="list-style-type: none"><li>- Strategic &amp; Analytical Thinking</li><li>- Strong Problem-Solving Skills</li><li>- Project Management &amp; Team Leadership</li><li>- Business Process Reengineering</li><li>- Stakeholder Management &amp; Client Engagement</li></ul>   |

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| Why Join Us / Benefits | <ul style="list-style-type: none"><li>- Opportunity to lead and shape operational excellence strategies for a growing consulting organization</li><li>- Collaborative and high-performance work environment</li><li>- Exposure to diverse consulting roles and career development opportunities</li></ul> |
| How to Apply           | <b>Email: career@stratefix.com</b><br><b>Mobile: 7435886720</b>   |