

Deputy Sales Manager

Job Title: Deputy Sales Manager

Experience: 4–6 years

Company: Stratefix Professional Pvt Ltd

Job Summary:

Stratefix is seeking a **Deputy Sales Manager** with 4–6 years of experience in **business consulting sales** or related B2B services. The ideal candidate will drive business growth, manage client relationships, and support the senior sales leadership in achieving revenue targets. This role requires a strong understanding of consulting services, excellent communication skills, and a strategic approach to sales.

Key Responsibilities:

- Assist the Sales Manager in developing and executing **sales strategies** for consulting services.
- Identify, engage, and nurture potential clients in alignment with Stratefix's business objectives.
- Build and maintain strong relationships with key stakeholders and decision-makers.
- Prepare and deliver **business proposals, presentations, and quotations** to clients.
- Collaborate with the consulting team to **understand client needs** and offer tailored solutions.
- Track sales pipelines, follow up on leads, and ensure timely closure of deals.
- Provide insights and feedback to senior management on market trends, opportunities, and competitor activity.
- Support in achieving **revenue and business development targets**.
- Mentor and guide junior sales staff when required.

Skills and Qualifications:

- 4–6 years of experience in **sales of business consulting, professional services, or B2B solutions**.

- Proven track record of meeting or exceeding **sales targets**.
- Excellent **communication, negotiation, and presentation skills**.
- Strong understanding of **consulting services, business processes, and client needs**.
- Ability to work independently and collaboratively in a **fast-paced environment**.
- Proficiency in **MS Office, CRM tools, and sales reporting**.

Key Attributes:

- Strategic thinker with a **business development mindset**.
- **Results-driven and accountable** for achieving targets.
- Strong **interpersonal and relationship management skills**.
- Self-motivated, organized, and able to manage multiple client engagements.

How to Apply:

Interested candidates can send their resume to **[Radhika.sanghani@stratefix.com]**.