

Project Manager Sales Consultant

Field	Details
Company Name	Stratefix Professional Pvt. Ltd.
Job Title	Project Manager Sales Consultant
Location	Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007
Experience	10+ years of experience in Management Consulting (preferred) / Sales – Outbound Direct Sales or Channel Sales Experience
Reports To	Co-founder / Partners
About the Role	We are seeking a seasoned professional with 10+ years of experience in Management Consulting, Outbound Direct Sales, or Channel Sales. The ideal candidate will lead sales and consulting projects, drive strategic sales improvements, and mentor teams while engaging with senior stakeholders to enhance operational efficiency across manufacturing, trading, and service industries.
Key Responsibilities	<ul style="list-style-type: none">- Lead consulting assignments in Strategy, Sales, and Marketing to drive business growth.- Design and implement Business Growth Strategies (on-site and off-site).- Lead and mentor a team of consultants to achieve project KPIs and milestones.- Collaborate with CXO-level clients and operational teams to achieve desired outcomes.- Conduct market research and analyze business trends to support decision-making.- Identify and resolve client challenges in Sales, Marketing, and Strategy.- Provide structured solutions to complex business problems.- Build and maintain long-term client relationships.- Ensure delivery of both short-term milestones and long-term consulting objectives.
Requirements / Qualifications	Diploma / BE / B.Tech / MBA / Any Bachelor's Degree <ul style="list-style-type: none">- Experience working with different industries and understanding various - business dynamics- Sales Strategy Development and Execution- Incentive Structure Development- Team Handling and Leadership- Customer Relationship Management- Problem-Solving- Out of box thinking Research & Analytical Skills- Willingness to travel to client sites as required

Skills & Competencies	<ul style="list-style-type: none"> - Strategic & Analytical Thinking - Strong Problem-Solving Skills - Project & Team Management - Business Process Reengineering - Stakeholder Management & Client Engagement
Why Join Us / Benefits	<ul style="list-style-type: none"> - Opportunity to work on high-impact consulting projects. - Direct collaboration with CXOs and industry leaders. - Exposure across multiple industries and functions. - Growth-oriented, collaborative, and learning-driven work culture.
How to Apply	<p>Email: career@stratfix.com</p> <p>Mobile: 7435886720</p>