

Stratefix

We are Because **We IMPLEMENT**

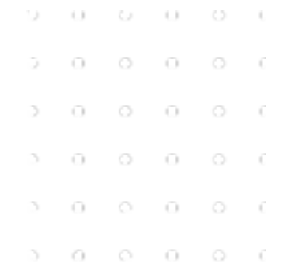
Regional Sales Manager

JOB DESCRIPTION

Website : www.stratefix.com



Qualifications



Experience

12 to 18 Years of experience in Sales



Education

BBA / MBA in Sales & Marketing

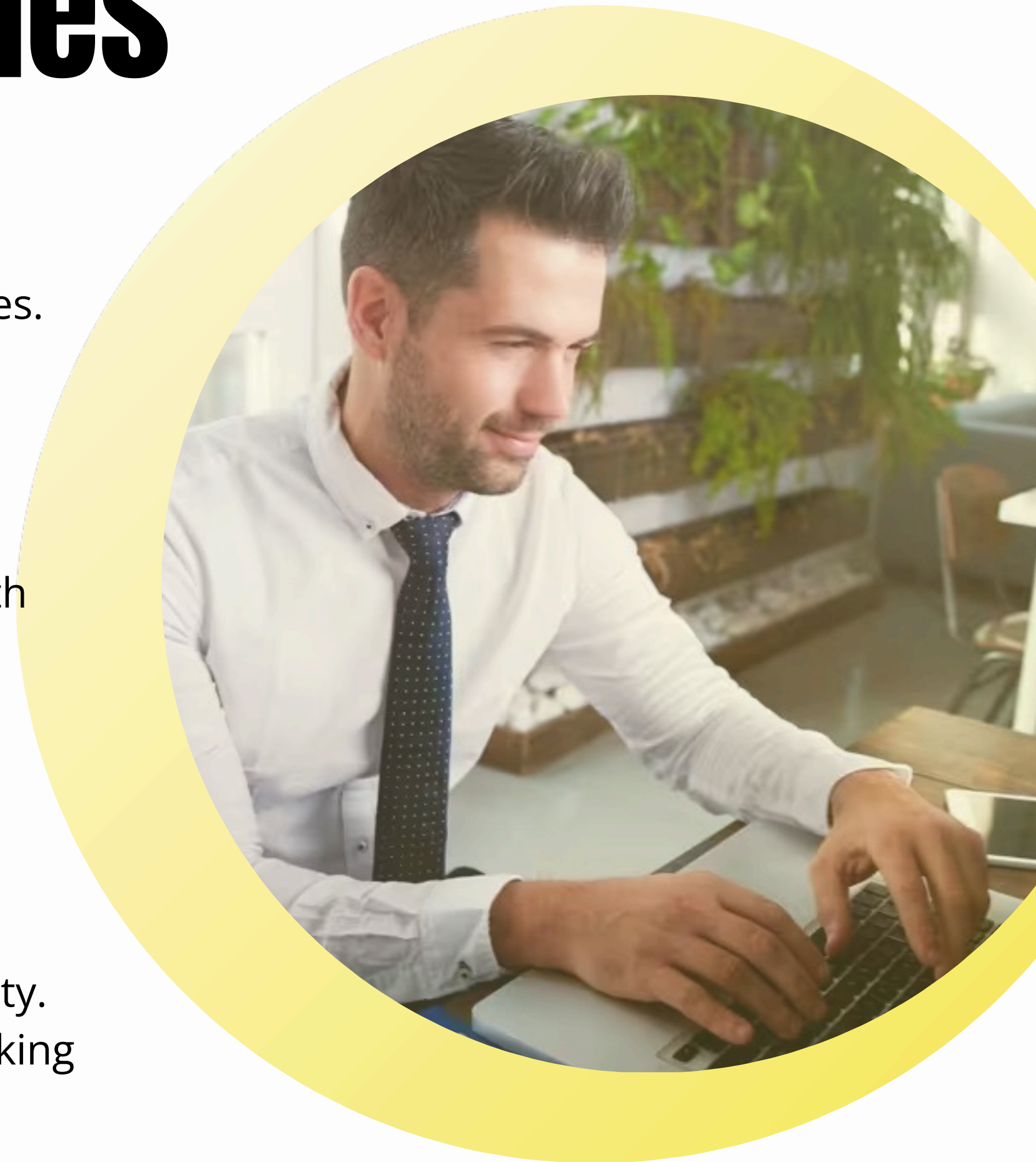


Skill Set

- Strong B2B sales and business development skills.
- Excellent relationship management and negotiation skills.
- Ability to lead and manage a sales team across a region.
- Strong communication, presentation, and influencing skills.
- Management Results-driven mindset.

Roles & Responsibilities

- Develop and execute regional sales strategies to achieve business objectives.
- Identify and acquire new clients for management consulting services.
- Manage key accounts, ensuring high client satisfaction and repeat business.
- Lead, mentor, and motivate the regional sales team to achieve individual and team targets.
- Conduct market research and competitor analysis to identify growth opportunities.
- Achieve sales and revenue targets through effective strategies.
- Develop and implement sales plans to meet or exceed targets.
- Drive consultative sales by understanding client pain points and positioning solutions effectively.
- Prepare sales forecasts, budgets, and reports for management.
- Manage client relationships to ensure exceptional service and loyalty.
- Represent the organization in industry forums, events, and networking opportunities.



Interview Procedure



1.
**Telephonic
Discussion**



2.
**Personal
Interview**



3.
**Final
Interview**



4.
**Welcome
on board**

Learning & Development Opportunity



Stanford | Seed
Stanford Institute for Innovation
in Developing Economies

Graduated from Stanford Seed

A Great Opportunity to be a part
of Stratefix Transformation
program- 2023 under the
guidance of Stanford Seed Program.

**MONDAY
BLUES**

Monday Blues Learning Sessions

External faculty learning
sessions every monday for
Upgrading Employees Skill
& Knowledge.



Cultivating Our Culture



About us

StratefiX passionately delivers Advisory and Implementation Services in the area of Management Consulting to clients varying from SME sectors to large Conglomerates. An organization founded by two Engineers, who believe that every business can grow exponentially if it has a strong strategic foundation.

110+
Consultants

Statistics



500+ Satisfied Clients



40+ Industries



20+ Cities Coverage

Stratefix

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JOIN OUR TEAM

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