

Senior Sales Consultant

Field	Details
Company Name	Stratfix Professional Pvt. Ltd.
Job Title	Senior Sales Consultant
Location	Office No. 1002, Rajhans Montessa, Surat Dumas Road, Besides Le Meridien Hotel, Near Airport, Magdalla, Surat, Gujarat, 395007
Experience	8+ years in Management Consulting, Channel Sales, Corporate Sales, or B2B Sales (preferred)
Reports To	Project Manager
About the Role	As a Senior Sales Consultant, you will drive business growth 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	- Understand client challenges in sales and business growth. - Design and implement business growth strategies at client locations. - Solve complex business problems to drive client success. - Manage client relationships and work closely with client teams to achieve desired outcomes. - Drive projects to ensure client satisfaction and project success. - Learn client products and services, including sales terms, features, and policies. - Assist clients in setting sales targets and collaborate with marketing teams to develop strategies. - Monitor sales numbers, marketing metrics, and calculate business trends such as monthly sales rates. - Analyze market trends to provide actionable insights. - Willingness to travel to client sites as per business requirements
Requirements / Qualifications	- BBA / MBA / Any Bachelor's Degree - Strong strategic planning and visionary capabilities. - Strong knowledge of Sales Processes (mandatory) - Problem Solving & Complex Thinking - Team Handling & Leadership - Research & Analytical Skills - Excellent proficiency in MS Office (Word, PowerPoint, Excel, Access)
Skills & Competencies	- Strategic & Analytical Thinking - Strong Problem-Solving Skills - Project Management & Team Leadership - Business Process Reengineering - Stakeholder Management & Client Engagement

Why Join Us / Benefits	- Opportunity to lead and shape operational excellence strategies for a growing consulting organization - Collaborative and high-performance work environment - Exposure to diverse consulting roles and career development opportunities
How to Apply	Email: career@stratefix.com Mobile: 7435886720