

Strate**fiX**

We are Because **We IMPLEMENT**

Regional Sales Manager

JOB DESCRIPTION



Qualifications



Experience

- 15+ years of experience in client acquisition, business development, project acquisition, and sales, with proven leadership experience preferred.



Education

- Bachelor's degree in Business, Marketing, or a related field
- MBA preferred.



Skill Set

- Strong communication
- Leadership
- Results-driven mindset
- Problem-solving skills.
- Team Management: Lead a team of 10+ employees.

Roles & Responsibilities

- Responsible for handling North Gujarat region.
- Identify potential clients, generate leads, and convert them into opportunities.
- Develop and execute business development strategies to drive revenue growth.
- Identify new business opportunities through market research, networking, and industry events.
- Establish connections with industry partners, attend conferences, and stay up-to-date on market trends.
- Manage and supervise team members, providing guidance, coaching, and development opportunities to drive individual and team success.
- Manage client relationships to ensure exceptional service and loyalty.
- Achieve sales and revenue targets through effective strategies.
- Develop and implement sales plans to meet or exceed targets.
- Ensure seamless communication and coordination across teams.
- Provide regular reports on sales performance, market trends, and customer feedback.
- Offer data-driven insights to inform business decisions.
- Familiarity with the industry, market trends, and competitor landscape.



Interview Procedure



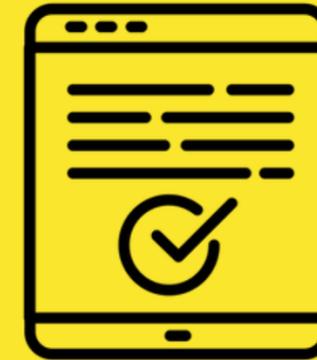
1.
**Telephonic
Discussion**



2.
**Written
Assessment**



3.
**Personal
Interview**



4.
**Final
Interview**



5.
**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.

85+
Consultants

Statistics



500+ Satisfied Clients



60+ Industries



26+ Cities Coverage

Stratefix

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JOIN 
OUR TEAM

Website : www.stratefix.com

Email : Cv@stratefix.com

Phone : 7435886720

