



Praxeva

Value through Innovation

where every day is different from the last!

Position Vacant	Sales Manager
Organization Name	Praxeva India Services Pvt Ltd, Bangalore & Mumbai
Company Profile	<p>Praxeva is a part of the Satish Timblo Group of companies having offices in 15 locations spread across 4 countries. Praxeva provides integrated IT services and solutions helping corporates enhance their business activities through world-class expertise, best practices & global service capabilities.</p> <p>Praxeva's End-to-End Enterprise Document Management solutions aim to enhance customer productivity and data processing efficiency.</p> <p>Praxeva's flagship framework, Workflow Solutions Matrix (WSM), is designed to provide document management, automation and research services on Software as a Service (SaaS) model - cost effective services in a secure environment.</p>
Required Skill Set (In case of IT requirements)	<ul style="list-style-type: none"> • Good comprehension of data flows and data management systems. • General understanding of web 2.0 technologies. <p>Domain expertise in the area of Document Management Systems and Content Management Systems will be preferred.</p> <ul style="list-style-type: none"> • Customize Business Models and Pricing Models for the benefit of the client to suit his needs and preferences. • Extensive experience in Bidding for projects. • Knowledge of processes involved in onsite/offshore selling of software solutions. • Experience in business/lead generation via meetings, business development work structure like requirements gathering, requirements analysis, query resolution with the client, liaise with the technical team, approach documents as required by the client, estimations, price negotiations and closure. • Capitalize on lead generation and closures in strategic markets.
Relevant Industry	IT/ ITES ECM Company
Functional Area	Pre sales/sales
Role	<p>Single point of contact for communication between the clients' team and Praxeva.</p> <p>To generate Client interest and keep that level of Interest even after successful implementation.</p> <p>The Sales Manager will be based at Praxeva office in Mumbai. The candidate will be the single point of contact for the interface between the clients' team and Praxeva. He/She should be able to independently handle the responsibility of ensuring an effective implementation, and train all the users and be able to iron out issues effectively. The Sales Manager being the face of Praxeva will work diligently to ensure that the branding and good image of the company and its products is maintained at the highest level at all times. The Sales Manager will also be responsible for setting up a training program for effective deployment of Praxeva's solution. Any additional support to the client and to the Sales Manager can be and will be provided by the HO in Bangalore. There will be weekly update on the sales position of the company.</p>

Job Description / Responsibilities	<ul style="list-style-type: none"> ▪ Hands on experience of working with Enterprise Document, Content Management Systems and ERP/ Other application solutions sales will definitely be an added advantage. ▪ Thorough understanding of Software as a Service (SaaS) business model. Understand the challenges faced by SaaS firms and strategies to overcome them. ▪ Bidding for projects ▪ Sales pipeline and lead generation ▪ Identify new markets strategize and achieve substantial business from them. ▪ Organize and execute successful marketing campaigns in different industry sectors. ▪ Open up new markets, solution and concept selling. ▪ Make feature lists and proposals (RFP, RFQ) for enumerating the functional scope clearly and getting approved by the client. ▪ Manage the complex sale efficiently and ensure repeat business and adequate harvesting of accounts.
Desired profile of the candidate	<ul style="list-style-type: none"> • The person will also have exceptional communication skills and be able to cope with high pressure situations with a solution oriented mindset. • Domain expertise in the area of Document Management Systems and Content Management Systems. • Praxeva is an employer that places great value on individuals that have a vision in life beyond the ordinary and want to achieve great things for themselves and the IT global community.
Min. Exp.	4 Years
Max. Exp.	8 Years
Compensation range	Commensurate with skills and experience
Candidate's Location	Bangalore & Mumbai