

**“KALINGA RENEWABLE ENERGY PVT LTD”** an IIT Bhubaneswar Startup a Solar Energy Company looking for a High-Performing **Sales Manager** to help us meet our Customer acquisition and revenue growth targets by keeping our Company Competitive and innovative. You will be responsible for maximizing our sales, crafting sales plans and justifying those to plans to the upper management.

### **Sales Manager Job Description**

Direct and oversee an organization's sales policies, objectives and initiatives. Set short- and long-term sales strategies and evaluate effectiveness of current sales programs. Recommend product or service enhancements to improve customer satisfaction and sales potential.

Familiar with a variety of the field's concepts, practices and procedures. Rely on extensive experience and judgment to plan and accomplish goals. Lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management. The successful candidate will understand what motivates customers to buy and know how to tap into those needs and desires in an effective way.

### **Sales Manager responsibilities include:**

- Achieving growth and hitting Sales.
- Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies.
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them.
- Develop and implement new sales initiatives, strategies and programs to capture key demographics.
- Provide daily report of field sales success and communicate the data to superiors.
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives.
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Present sales, revenue and expenses reports and realistic forecasts to the management team.
- Identify emerging markets and market shifts while being fully aware of new products and competition status.

### **Skills & Proficiencies:**

- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets.
- Prepare budgets and approve expenditures.
- Growth mindset.
- Develop plans to acquire new customers or clients, through direct sales techniques, cold calling, and business-to-business marketing visits.

- Strong business sense and industry expertise.
- Negotiation.
- Sell to Customer Needs.
- Motivation.
- Sales Planning.
- Build Relationships.
- Coaching.
- Proven ability to drive the sales process from plan to close.
- Strong business sense and industry expertise.

**Pay:**

Pay will be commensurate with experiences.

Contact- [renew.karma@gmail.com](mailto:renew.karma@gmail.com)