

Sales Manager Position:

Tesser Insights is looking for a qualified sales manager who can setup and run the sales organization and grow the customer base for its advanced analytics SaaS offering. The ideal sales manager has deep experience with the entire sales process, excelling at lead generation, relationship building, and deal closing for B2B engagements. We're looking for a quick learner with strong negotiating skills and a successful track record in selling B2B software. The role will be part of Tesser Insight's leadership team and report to the founder CEO of the company.

Objectives of this role

- Represent the company effectively with comprehensive knowledge of Tesser Insights Analytics Platform.
- Research customer needs and identify how our analytics platform address them
- Generate leads, and establish and nurture client relationships.
- Hire, train, motivate, and advise a team of sales development representatives.
- Achieve company revenue objectives by planning thoroughly, setting sales goals, analysing performance data, and making forecasts

Responsibilities

- Create and execute a strategic sales plan that expands our customer base and extends the company's global reach
- Prospect new business opportunities for our Analytics Platform and maintain a healthy funnel of CXO level buyers.
- Arrange and lead product demonstrations
- Meet quarterly/ annual sales targets
- Develop quotes and proposals for enterprise clients
- Provide an outstanding follow-up and overall process experience
- Meet with potential clients and grow long-lasting relationships that address their needs
- Recruit sales representatives, set objectives, train and coach them, and monitor their performance

Required skills and qualifications

- Engineer / Management graduate with 5 to 10 years of experience in B2B software sales
- Proven record of success with the entire sales process from planning to closing.
- Excellent communication, interpersonal, and organizational skills.
- Business oriented, dynamic and superb leadership ability.