

Position: Sales Manager

Job Location: Bangalore

Company: Redeem Software Pvt Ltd

Education: M.B.A or equivalent degree

Experience: 5 to 10 years

Industry Type: Embedded/Networking/Telecom/ISP

Job Description

- Expertise in Sales and/or Business Development for OEM products like Switches & Routers.
- Prior work experience in India in doing Sales & Marketing for companies like Cisco, Juniper, Huawei, UTStar, ALU, Ericsson, NSN, etc preferred.
- Must possess good technical knowledge about GPON technology, OLT, ONT, switching and routing concepts, etc.,
- Should have done cold calling, getting a new entry into new companies, finding and tapping inside the organization chart, etc.,
- Should have contacts with BSNL, BBNL, Airtel, Aircel, Reliance, Vodafone, etc., so the relationship can be used to enter into those companies for selling our OEM products.
- Should own the Sales target and achieve it without fail. Excellent communication skills & maintaining excellent relationship to convince the potential customers is a must.
- Should be aware of the Tender process in BSNL & Indian government offices, also the procurement process for private companies like Airtel, Aircel, etc.,
- Expect a positive, energetic, cheerful attitude to own up the complete Sales responsibility for India and for Asia Pacific in future.