

Senior Field Sales Manager

[Apply Now](#)

Company: Assent Executive

Location: Karachi

Category: other-general

Senior Field Sales Manager Assent Executive, Pakistan- Develops and manages an assigned geographical territory consisting of value-added resellers (volume and non-volume), strategic partners, prospects and customers to increase Company's market share and revenue.- Prospects for new business, direct customer engagement, working with Solutions Partners to increase the Company's product knowledge and efficiencies, and whenever possible, leveraging ISV and Strategic Business Alliances relationships to drive sales into end user accounts.- Manages both an indirect customer procurement and direct customer engagement model.- Responsible for all aspects of the sale from pricing negotiations to contract development to ensuring successful order fulfillment once the order has been received and processed.- Ability to leverage and maximize Solutions/ Business Alliances/ SI/ ISV partners as the fulfillment channel while working with Company's end user accounts on IT initiatives.- Manage weekly forecasts against revenue targets and work closely with inside sales counterpart to manage the pipeline and set appropriate monthly and quarterly revenue expectations- Ability to partner with sales and service organizations and IT business executives within corporate environments- Typically responsible for medium to large accounts or have a medium to large sized quota/territory. Job Specification - Bachelors degree or equivalent experience- 8-12 years prior territory sales experience in a high tech environment in an indirect sales and procurement environment with a demonstrated track record of success in driving customer adoption of technology- Experience in working with large accounts- Strong knowledge of sales techniques and processes including the ability to understand customer needs, overcoming objections, return on investment analysis, closing the

sale through appropriate procurement vehicle (shrink wrap, licensing, etc.)- Ability to motivate, train and conduct seminars to drive mind share within Solution Partners to increase revenues within assigned territory- Excellent oral and written communications skills, as well as excellent presentation skills- Strong work ethic, attitude and follow through ability Information

Technology and Services - Singapore, Singapore

#J-18808-Ljbffr

[Apply Now](#)

Cross References and Citations:

1. [Senior Field Sales Manager Jobs Karachi ↗](#)
 2. [Senior Field Sales Manager Jobs Karachi ↗](#)
 3. [Senior Field Sales Manager Jobs Karachi ↗](#)
 4. [Senior Field Sales Manager Jobs Karachi ↗](#)
 5. [Senior Field Sales Manager Jobs Karachi ↗](#)
 6. [Senior Field Sales Manager search Karachi ↗](#)
 7. [Senior Field Sales Manager job finder Karachi ↗](#)
1. [Senior Field Sales Manager jobs ↗](#)
 2. [Senior Field Sales Manager jobs ↗](#)
 3. [Senior Field Sales Manager jobs ↗](#)

Source: <https://pk.expertini.com/jobs/job/senior-field-sales-manager-karachi-assent-executive-1398-25446/>

Generated on: 2024-05-06 by [Expertini.Com](#)