



Company Name – Zoxima Solutions Pvt. Ltd

About the firm-

Zoxima Solutions Private Limited is a very innovative IT start-up based in Noida (NCR). The organization has been started by veterans in the IT industry, after 2 earlier successful start-ups in internet and IT solutions space. Zoxima provides technology and business process consulting services to enterprise and mid-sized companies, with a focus on CRM and ERP systems. We specialize in large and complex implementations where customers want to leverage CRM as a strategy to transform their businesses. We provide customized solutions with which we can deploy industry specific functionality by leveraging the customization provided by the robust platform. We are one of the fastest growing company in its domain.

About the Job – Job Title : Manager Sales

Job Description, Role and Expectation

- B2B Sales- Corporate Sales across industry segments and achievement of order booking numbers.
- Positioning covering all technology solution to Large and Mid Organization and working with CXO'S
- Lead generation & lead qualification
- Relationship management with senior management
- Contract closures
- The role of the Sales Leader is to manage your system and coach your people. We are offering you a promising carrier growth in our organization.

Required Skills

- Strong interpersonal skills
- Excellent oral, written and verbal communications skills.
- Ability to successfully communicate with contacts via the phone, email, video and presentations
- Flair for sales
- Willingness to travel locally and out of town
- Leadership Skills
- Value articulation and driving conviction
- Good Presentation skills
- Preference will be given to people who have knowledge of CRM, ERP or any other application relevant to business and marketing.



Competency :

- Result orientation and number driven
- Positioning value to CXO's
- Out of the box thinking for creating opportunities in various industry verticals
- Networking across the ecosystem of tech solutions, consulting organizations and thought leaders

Location: Noida, Sec-142

CTC- 3LPA- 3.5 LPA (including Variable)

Minimum Exp- 2-5 Yrs

Qualification required- MBA

Contact details of the POC: Richa Luthra

Phone no- 9711170029

E-mail id- richa.luthra@zoxima.com

www.zoxima.com