

Senior Executive Corporate Sales - Job Description

Job Title: Senior Executive Corporate Sales – (SaaS HRMS)

Work Experience: Min 3 years in IT Software Sales

Work location: Nungambakkam, Chennai

Salary: As per the Industry Standard

Overview:

We are looking for an enthusiastic and highly motivated B2B Assistant Sales Manager for our SaaS HRMS (Human Resource Management System), you will play a crucial role in driving the sales strategy and achieving revenue targets. This position requires a dynamic individual with a proven track record in SaaS sales, particularly within the HRMS domain. The ideal candidate will possess excellent communication skills, a deep understanding of human resource processes, and a passion for technology-driven solutions.

Responsibilities:

- Drive lead generation efforts through various channels, including cold calls, emails, field sales, networking events, and partnerships.
- Qualify leads to ensure alignment with the ideal customer profile.
- Execute a comprehensive sales strategy for the SaaS HRMS product.
- Identify and prioritize target markets, industries, potential companies and convert the lead into closure.
- Conduct product demonstrations and presentations to showcase the capabilities of the SaaS HRMS.
- Address client queries and objections to secure buy-in.
- Candidate should be passionate in sales and constantly follow the sales process.
- Cultivate and maintain strong relationships with key stakeholders, including HR professionals, C-level executives, and decision-makers.
- Monthly Target should be achieved.
- The candidate must be friendly & persuasive and able to understand the customer's requirements in a short time and present solutions that meet their needs.
- Stay updated on industry trends, product enhancements, and competitor activities.
- Utilize CRM tools to track and manage sales activities.

Qualification & Requirements:

- Any Bachelor's degree with sales & marketing experience is preferred
- Proven experience in SaaS sales, with a focus on HRMS or any other software solutions.
- Strong understanding of sales cycle and its methods.
- Excellent communication, presentation and negotiation skills
- Results-driven with a proven track record of meeting or exceeding sales targets.
- Eager to learn the SaaS Product
- Ability to work independently and as part of a collaborative team.
- Willingness to travel for client meetings and industry events as needed.
- Ability to understand a client's needs and meet that need with a successful product sales.

Please share the CV to: prashantth.s@formulahr.in // bala.saravanan@formulahr.in