

Job Description for Hiring New Employees / Contractors

To apply for this role, email your CV to hr@mercuriusit.com

Job Title	Manager / Sr Manager - Sales
Job Type	Permanent
Line Manager	Director - Sales
Main Duties & Responsibilities	<ul style="list-style-type: none"> • Develop sales strategies and create sales forecasts. • Achieve EN and NN revenue targets. • Work closely with marketing team and inside sales team to build sales pipeline. • Work with content creators to create collaterals to attract 3PL customers. • Identify and nurture prospects. • Work with presales and solutions' teams to understand high-level requirements, followed by demonstration of apt solution to prospects/customers. • Prepare winnable techno-commercial proposal, negotiate and close deals. • Identify new markets and market shifts. • Gather intelligence on new products and competitors' offerings. • Prepare weekly and monthly reports. • Effectively follow internal compliance and quality processes.
Basic Qualification	<ul style="list-style-type: none"> • MBA (Marketing)
Experience	<ul style="list-style-type: none"> • 5+ years of selling 3PL solutions such as TMS, WMS and Freight Forwarding. • Drive the sales process from 'lead-to-closure'. • Solution-Selling experience to Small & Medium Enterprises (SME). • Experience of selling 3PL solutions to UK and European customers would be advantageous. • Experience and knowledge of Microsoft Dynamics 365 products such as ERP, CRM, PowerApps would be advantageous.
Skills	<ul style="list-style-type: none"> • Excellent oral and written communication skills. • Should have a good functional understanding of the 3PL industry. • Patient, level-headed and cool under pressure. • Go-getter with an ability to juggle multiple tasks and prioritize them.