

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"> • Assist in business strategies, build pipeline, and forecast. • Closely work with presale/delivery team to ensure right solution is proposed, demonstrated, proposal preparation and closure • Effectively follow the internal compliance and quality processes • Should understand ERP & CRM suit of products. • Preparing weekly and monthly reports. • Develop a sales strategy across multiple revenue streams to ensure all revenue targets are hit. • Maximizing existing opportunities, work closely with marketing, content and sales stakeholders to develop the product and test new ways of meeting customers' needs. • Identify new markets and market shifts while being fully aware of new products and competition status. • Experience to drive the sales process from plan to closure. • Collaborate with all internal teams for requirement understanding, estimations, Demos and preparing Sales Proposal.
Basic Qualification	Post Graduation
Experience	<ul style="list-style-type: none"> • Prior Requirements of 5+ years of ERP CRM Selling Experience, both license and services. • Preferable having sales experience of MS Dynamics F&O, NAV/BC, CRM • Should have Knowledge on Competitors ERP product High level product features & pricing. • Should have sold On Premise and subscription licenses. • Preferable to have Solution Selling experience to small and medium size Enterprises (SME). • Experience and knowledge of Microsoft, Dynamics 365 Business Central and other D365 products such as CRM, PowerApps, Customer Service etc. would be a distinct advantage.

Skills	<ul style="list-style-type: none"> • Display sound communication skills while acting as a point of contact between your team and clients. Patient, level-headed and cool under pressure. • Highly confident with providing support and training to users. • Detail-oriented and meticulous with a keen desire to deliver the highest quality solutions to clients and setting high standards for excellent client service. • Go-getter with an ability to juggle multiple tasks and prioritize them. • Understands the value of business analysis for the organisation.
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