



Sales Account Manager - Job Description

Would work along with the Sr. Vice President, Strategic Business at [SBA Info Solutions Pvt. Ltd.](#)

Key Result Areas

- Manage Key accounts for long-term success & position SBA as a Preferred Partner for Technology Solutions.
- Establishing good rapport with clients to unearth relevant business opportunities.
- Developing accounts & opportunities for the Managed Services & MSSP services along with DC Modernization Services and Cloud.
- To work in a Team of High Energy individuals & Contribute.
- Preparing reports on accounts and transactions & work in line with the Annual Operating Plan (AOP).
- Tracking account targets, Monitoring Forecast & Funnel.
- Customer First Mindset is a MUST.

Other Duties of Sales Account Manager

- Generating business leads and following up on sales opportunities.
- Cold calling potential customers and building relationships.
- Working to weekly and monthly sales targets and KPI's.
- Arranging meetings with clients and carrying out product demonstrations.
- Researching the market and identifying potential target customers.
- Previous new business experience ideally from a company in the same or similar SI / IT Services industry.
- Must be self-motivated with a strong desire to succeed.

SBA Info Solutions Pvt. Ltd.,

New No: 19, Old No: 17, 46th Street, Ashok Nagar

Chennai 600 083, TN, India • Ph: +91 44 2489 7598

CIN No: U72200TN2008PTC069188

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Additional key skills: Knowledge over Digital Selling / customer outreach, Sales certifications, Presentation skills & very good command over spoken English will be an added advantage.

Requirement : 5-8 Years of Field Experience in selling Services (any services like Applications, Cloud, Networks, RIM etc.,)
Ability to Problem Solve.
Exposure to CRM & other Sales Enablement Tools.

Package : Based on the experience, Existing & proven track record in TN market.

Requirement / Base location: To join within 1-3 months / Chennai.

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