



# Job Description

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## Role: Sales Manager

**About us:** Established in 2017 in the UK, Percipere is a fast-growing Premier Process Integrator for ERP and Process re-engineering engagements that works with leading clients in Europe, Americas, Middle East and India. We have ambitious growth targets in APAC market, and this role will play a pivotal role in helping achieve these targets.

**Job Location:** Mumbai/Pune

**Experience Required :** 5-7 Years (With IT Software co.s / Saas Selling) in West India Market

**Qualification:** MBA (Sales & Marketing)

## Job Description:

- Responsible for the sales numbers from the West Region.
- Be on ground and tap all potential markets, corporates and industrial areas in the region.
- Align with internal teams (Inside Sales, Marketing, Product) to deliver the numbers.
- Manage the end-to-end sales process and provide clear visibility on the pipeline to the leadership team.
- Build and maintain C-Level relationships in the named Enterprise Accounts.
- Nurture the prospective clients on industry trends and innovative solutions for the key challenges across the ecosystem.
- Evaluate key trends in the ERP eco-system and identify emerging trends.
- Partner with Marketing colleagues on driving cross-functional, cross-channel marketing efforts to meet the growth objectives.
- Pro-actively track competitor movements in the market.

## Requirements:

- 5-7 years of proven SaaS sales closing experience, including Enterprise Sales, and consistent over-achievement of quotas. ERP experience is a plus.
- Proven experience to build strong C-level relationships in the region.
- Successful track record of planning and rolling out GTM strategies in the region.
- Self-starter who works proactively to navigate large organizations and identify potential opportunities.
- Ability to seamlessly collaborate with cross-functional teams, including inside sales, product marketing, growth, customer success and product.
- Outstanding verbal and presentation skills.
- Strong operational and analytical abilities. Metric driven, comfortable in working with data to draw and share insights with stakeholders.