



Senior Sales Manager

Roles and Responsibilities:-

- Develop and implement a comprehensive sales strategy to achieve revenue growth targets, including setting sales targets, developing sales plans, and tracking sales performance.
- Reviewing performance and taking appropriate action for redressal where needed
- Analyze sales data and market trends to develop sales forecasts and adjust sales strategies as needed
- Managing sales teams and maintaining sales operations by tracking daily, weekly, and monthly performance on KPIs.
- Work closely with the executive team to establish sales budgets, forecast revenue, and manage expenses
- Keeping an eye on the new developments and trends in line with the company's vision Ensure that the sales team is adequately trained and equipped to achieve sales targets and provide excellent customer service.
- Setting quarterly and annual sales goals and motivating the sales teams to achieve their goals
- Skillfully focused on retaining the performers & developing leaders, handling escalation Bring out the best of the branch's personnel by providing training, coaching, development, and motivation
- Represent the company at industry conferences and events to promote the company and generate new business opportunities.

Requirements:-

- Excellent sales and negotiation skills.
- Good business sense.
- The ability to motivate and lead a team.
- Initiative, drive and enthusiasm.
- Excellent communication skills.
- Good planning and organizational skills.
- The ability to work calmly under pressure
- 5-8 years of experience is required.

Benefits of working with us: -

- Benefits of both the worlds - Enthusiasm & Learning Curve of a Start-Up, Deliveries & Performance of an Enterprise Service Provider.
- Sky's the limit when it comes to learning, growth & ideas.
- We do not follow the typical corporate hierarchy ladder.
- Medical insurance, gratuity, and provident fund.

- As part of our dedication to an inclusive and diverse workforce, Kratikal is committed to Equal Employment Opportunity without regard for race, color, national origin, ethnicity, gender, protected veteran status, disability, sexual orientation, gender identity, or religion.

About Us: - Kratikal Tech Pvt. Ltd. is a leading cyber security firm that provides cyber security solutions to 145+ Enterprise customers and 1825+ SMEs, belonging to different industries including E-commerce, Fintech, BFSI, NBFC, Telecom, Consumer Internet, Cloud Service Platforms, Manufacturing, and Healthcare. The company was founded with the aim of helping enterprises at a global level combat cybercriminals using new-age technology-based cyber security solutions.

As of today, Kratikal has been awarded as the Top Cyber Security Startup at the 12th Top 100 CISO Awards. Kratikal has launched four products, ThreatCop, KDMARC, and Threat Alert Button including VAPT services. Apart from the products receiving several recognitions and awards, Kratikal has also partnered with numerous renowned organizations worldwide...*for more details visit our website* www.kratikal.com