



Sales Manager

[Apply Now!](#)

- Full Time employment opportunity starting ASAP
- Chennai HQ or Work from Home (any metropolitan City in India, preferably based in Southern India)
- STRONG Solution Sales background, especially Microsoft SharePoint and Hybrid Mobile app development
- “Hunter” skills with an impressive C-level connection list is a MUST

Take charge of selling of Microsoft solutions outstanding career opportunity Chennai, India based.

The Business Development Manager is responsible for generating revenue by prospecting and closing Microsoft Solution sales related to SharePoint and hybrid mobile apps development. This individual is responsible for selling SharePoint Application Development services, SharePoint upgrades and Migration and Hybrid Mobile app Development and Deployment. The Business Development Manager position is an outside sales role and carries a quarterly sales quota. Some travel, mostly to USA or Australia, is required.

This is a hands-on role for a seasoned sales professional with responsibilities ranging from cold calling, lead generation, qualifying prospects, identifying decision makers, and determining sales strategies, to responding to opportunities, creating Statement of Work (SOW), providing executive oversight during project delivery, and developing strong client relationships. The keys to success include your ability to significantly grow the Microsoft SharePoint, Hybrid Mobile apps (especially targeting iOS, Android & Windows) business by identifying new clients, leveraging existing client relationships, cross-selling Microsoft solutions, as well as exploring and defining new SharePoint service offerings.

This role would suit candidates with the following skills and experience:

- Solution Selling Experience – At least 8+ years in the IT consulting industry, mostly in a business development and sales capacity and a demonstrable ability to sell Microsoft Technology based solution (especially SharePoint) in the United States (preferred), EMEA, and Australian and/or Middle East marketplace.
- Channel Management/Partnerships – Should have managed and grown the Microsoft Partnership and relevant channels with the sole intent of generating leads via Microsoft and also increasing visibility of KLST capabilities with Microsoft.
- Technology - Strong understanding of Microsoft SharePoint and content management solutions as well as SharePoint Sales background is mandatory. Also good to have sales background in Hybrid Mobile app development (using Windows, iPhone, Android etc.)

KL Software Technologies Pvt Ltd

No. 73 (2nd Floor), NU TECH PLAZA • Arcot Road • Kodambakkam Chennai 600024 • Tamil Nadu • India

P +91-44-4323-5578 • M +91-9941-295-515 • E contactus@klst.co.in

www.klst.co.in

Page | 1



- Executive Connection – Well-connected and has relationships at the executive level in the United States industry with proven experience selling Microsoft solutions to clients and strategic accounts especially in the US. Not only this person should bring a set of new clients at the time of joining KLST, but also aggressively add new at least 2 new brand clients each quarter after joining our organisation.
- Leadership - Ability to participate in problem resolution. Quick to learn and take charge. A self-starter committed to finding creative solutions to difficult problems. Ability to work in team environment.
- Marketing Background – Ability to plan, organize and execute Lead Generation campaigns and events (via webinars, seminars, Search Engine Keywords etc.) or work with an external Marketing List provider to execute telemarketing campaigns for KLST products. Strong knowledge of Google Ad Words campaign, LinkedIn/Facebook Sponsored Ad campaign is preferred. Any experience with Search Engine Optimization for lead generation is also a huge plus.
- Business Knowledge - Demonstrate analytical and problem solving skills using knowledge, experience and understanding of Cloud Computing concepts.
- Communication skills - Excellent presentation, verbal and written skills.

The successful candidate must be able to hunt, target and penetrate United States (preferred), EMEA, Middle East and Australian companies

This position can be located in Chennai, India but location can be flexible as long as the candidate is located in a major metropolitan Indian city.

Attractive Remuneration package with uncapped Commission Plan is available for the right candidate

[Apply Now!](#)

KL Software Technologies Pvt Ltd

No. 73 (2nd Floor), NU TECH PLAZA • Arcot Road • Kodambakkam Chennai 600024 • Tamil Nadu • India

P +91-44-4323-5578 • M +91-9941-295-515 • E contactus@klst.co.in

www.klst.co.in

Page | 2