Perch Technologies Private Limited
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PERCH
Simply Seamless

Sales Manager

Location: Mumbai_Andheri East
Experience: 5 to 10 years
Industry: System Integration / IT Hardware / AV / Networking / IT Solutions
Employment Type: Full-time

Job Summary:

We are looking for a dynamic and results-driven Sales Manager to lead and drive sales of IT hardware solutions, networking products, AV systems, and enterprise IT infrastructure. The ideal candidate will have a strong background in B2B sales, key account management, and business development, with expertise in IT hardware and system integration solutions.

Key Responsibilities:

Sales & Business Development

- Develop and implement sales strategies to achieve revenue and growth targets.
- Identify and acquire new clients in corporate, education and enterprise sectors.
- Promote and sell IT hardware solutions, including laptops, workstations, networking devices, servers, AV solutions, and video conferencing systems.
- Expand business by building strong relationships with OEMs, distributors, and technology partners.

Client & Account Management

- Develop and maintain strong relationships with key accounts, decision-makers, and stakeholders.
- Conduct presentations, product demos, and solution pitches to clients.
- Work closely with the technical and pre-sales team to offer customized solutions.

Sales Operations & Reporting

- Manage sales pipeline, forecasting, and deal closures.
- Prepare sales proposals, RFPs, and quotations in collaboration with the procurement and finance teams.
- Track market trends, competitor activities, and customer needs to refine sales strategies.
- Ensure compliance with company policies, pricing strategies, and sales processes.

Team Leadership & Collaboration

- Lead and mentor a team of sales executives and account managers.
- Collaborate with marketing teams to drive brand awareness and demand generation.
- Work with technical and project teams to ensure seamless project execution.

Qualifications & Skills:

- 5 to 10 years of experience in IT hardware sales, system integration, or enterprise solutions.
- B.Com/MBA or equivalent degree in Sales, Marketing, or Business Administration is a plus.
- Proven experience in B2B sales, business development, and key account management.
- Strong knowledge of IT hardware products, networking, AV, and enterprise IT solutions.
- Excellent negotiation, communication, and presentation skills.
- Ability to manage large deals, multi-location projects, and enterprise sales cycles.
- Proficiency in CRM tools, Microsoft Office, and sales analytics software.

Preferred Qualifications:

- Experience in System Integration, IT Distribution, or Enterprise Sales.
- Certifications in Sales, IT Solutions, or Vendor-specific programs (Cisco, Microsoft, HP, Dell, Lenovo, etc.).