

Job Role: Manager/ Sr.Manager Digital Sales

Job Experience: 8-15 years

Job Position: Full Time

Job Location: Bangalore

ProHance Overview:

About Us:

ProHance, is **Crys Capital owned global** workforce management platform, offers real-time operational visibility and insights to help enterprises optimize workforce productivity and maximize digital investments.

Our platform enables clients to achieve significant business outcomes through advanced, customizable workflow solutions and actionable analytics, empowering them to become leaner, more agile, and customer-centric. Since 2009, ProHance has supported over 370,000 users across 175 enterprises in 25 countries.

Role Details

This is a full-time position with an attractive sales commission plan. You will be trained on our product.

Candidate Skills - Must Have

1. 8-15 years of experience in B2B SaaS/ Digital software sales.
2. B2B SaaS sales experience, with proven success in meeting, exceeding sales quota.
3. Proven Experience in selling primarily for US Market.
4. Exceptional product demo capabilities, objection handling & presentation skills.
5. Excellent written and verbal communication skills.
6. Ability to work with cross functional teams (Marketing, Implementation and Support).
7. Ability to master our solution and CRM discipline.
8. The ability and desire to work in a fast-paced challenging environment.

Job Responsibilities:

1. Play a key role in acquiring the right set of business clients from various industries.
2. Execute high volume sales activities defined by a process that includes
 - a. Qualifying assigned leads, giving awesome product demos to prospects.
 - b. Manage and execute pilots for prospective clients and closing deals.

Qualifications:

1. Relevant Bachelor's or master's degree.