

Regional Head of Sales

Location : Delhi

CTC- 12-15 LPA

This is a customer-facing, player/coach role that will be responsible for sales and budgets, account management, talent acquisition and development in a regional level capacity across two large markets. The individual is required to create and execute strategies that drive continuous growth in both volume and profitability and will play a key role in the evolution of the enterprise vision and strategy to ensure achievement of company goals.

Responsibilities:

Business Development and Client Acquisition:

- Build and maintain strong relationships with key clients, airlines and shipping lines and industry stakeholders to identify and secure new business opportunities.
- Lead the team in prospecting and acquiring new clients, expanding the customer base, and maximizing revenue from existing accounts.
- Collaborate with marketing and business development teams to create compelling sales presentations, proposals, and promotional materials.

Sales Operations and Execution:

- Oversee the sales pipeline and ensure accurate sales forecasting and reporting.
- Develop and implement sales processes, systems, and tools to streamline sales operations and enhance efficiency.
- Collaborate with cross-functional teams to ensure smooth handover of accounts from sales to operations, ensuring customer expectations are met.

Sales Strategy and Planning:

- Develop and implement the overall sales strategy to drive revenue growth and achieve sales targets.
- Analyze market trends, customer needs, and competitive landscape to identify new business opportunities and formulate effective sales strategies.

Leadership and Team Management:

- Manage and Optimize operations to ensure a seamless customer experience.
- Lead, motivate, and manage the sales team, providing guidance, coaching, and support to ensure high performance and achievement of sales goals.

Experience:

- Bachelor's degree (Preferred)
- Minimum 10+ years of industry-related experience.
- Proven management and leadership exposure in a growth role with a proven track record.
- Previous experience working with EPR based Freight Management Systems, WMS and TMS.
- Demonstrated ability to influence and lead cross-functional teams.
- Strong verbal and written communication, interpersonal and customer service skills.