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| **JOB DESCRIPTION** |
| **I. JOB DETAILS** |
| **Job Title** |  **Sales Operation** |
| **Function** | Sales | **No. of Openings** | 1 |
|  **Location** | Noida, Uttar Pradesh |
| **About Company/ Client:**Aeris Communication, Inc. provides IT Services. The company offers IoT Solutions, mobility, services, connectivity and device platforms as well as infrastructure services. Aeris Communications serves client worldwide. For decades, we have powered critical projects for some of the most complex customers of IoT services. Aeris strives to fundamentally improve businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, Aeris’ offering is based on the broadest technology stack in the industry, spanning connectivity up to vertical applications. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler. |
| **II. KEY RESPONSIBILITIES** |
| * Organizing data and generating deep customer insights to enhance sales force productivity and effectiveness.
* Supporting the sales team with key planning and operations tasks to support the overall objective of the business
* Attainment planning through effective goal setting, designing sales incentives to drive business objectives and territory analysis & definition for sales maximum effectiveness
* Provide pricing and contract support by providing the sales team with high-quality and competitive proposals
* Monitoring and analyzing key sales and business performance indicators and trends to drive strategic and tactical business decisions and also coordinating and ensuring accuracy of sales forecasts
* Ensuring sales process adoption and compliance and also identifying opportunities for improvement in the sales process and systems to ensure greater sales effectiveness and efficiency
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| **Qualifications** | Any Graduate or Post Graduate |
| **Experience** | 1+ years in similar profile |
| **Salary** | Up to 4 LPA  |
| **Payroll** | Vision India Services Private Limited |