

Notice for Placement

3 May 2024

Job opportunity for Marketing / Finance / Human Resource / Operations /

Company Name:- **Nityam Software Solution**

Position:- **IT Sales / Business development**

Company Website:- www.nityam.in

Work Location:- **Dadar, Mumbai**

Company Background / About Company:

At Nityam, we create experiences that connect people, deliver customer value and drive meaningful outcomes for organizations. We bring deep, functional expertise and holistic perspectives that help businesses thrive. We build functional and engaging web products for businesses in diverse industries. Our broad scope of technologies allows us to select the best-fit approach for your specific project.

Job Profile / Responsibilities:

Publish go-to-market strategy setting up product positioning, target customers and end users. Generating leads ,cold calling, good communication, digital marketing
Update sales team and dealer network on new software developments.
Coordinate with team to develop selling tools for presentations, demos and trade shows.
Suggest new product concepts, enhancements and potential new partnerships.
Coordinating with the client for customer needs and goals and taking follow ups
Advise and close software sales agreements with company executives.
Handle in-depth knowledge of products and technologies, competitors and market conditions.
Maintain full lifecycle of sales process from prospecting to closure.

Key Skills: Software sales, Sales, Cold calling, Lead generation, scheduling meeting

Required Qualification: Any graduate or Post Graduate Program in Marketing / Finance / HR / Operations Management

Experience: Fresher or Experience 1-3 Years

Remuneration: Fresher 10K- 20K per month / Experience -up to 3.5 lpa (depends on interview)

Interested Candidates can send their resume on below mention email id at the earliest:-

Contact Person: - Mayuri Sonar

Email id: - mayuri.sonar@nityam.in

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