

# IT Sales Manager (Male, Field + Office)

Sales

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**Experience**

2-4 yrs

**Location**

Phase 8B, Mohali - On-site

**Openings**

1 Position(s)

**Current Status**

Urgent Hiring

**Job Type**

Full-time

**Job ID**

#19

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## Job Description

We are hiring an experienced IT Sales Manager (Male) to lead sales efforts, close high-value deals, manage the field + office sales team, and drive revenue growth for Makes360's IT services (Website, ERP, CRM, Digital Marketing).

## Key Responsibilities

- Lead client meetings, negotiations and deal closures across Tricity region.
- Manage complete sales cycle from lead to payment.
- Mentor and guide junior sales executives.
- Achieve monthly/quarterly team revenue targets.
- Build long-term client relationships for repeat & referral business.
- Maintain accurate CRM pipeline and daily/weekly reporting.
- Coordinate with delivery & leadership team for smooth project handovers.

## Required Skills

Strong negotiation, closing & relationship-building skills.

Good understanding of IT services (Website, Digital Marketing, ERP/CRM).

Presentable personality & professional communication.

Experience in field sales & team handling.

Own two-wheeler & willingness to travel in Mohali/Chandigarh region.

## KPI & Performance Targets

- Monthly & quarterly revenue target achievement.
- High team conversion ratio & average deal size.

- Repeat/upsell revenue percentage.
- Client satisfaction & retention rate.

## **Salary & Benefits**

- ₹30,000 – ₹35,000 per month
- Travel Allowance + Mobile Allowance.
- High Incentives/Commission (up to 7% on sales).

## **Why Work With Us?**

- High earning potential through performance incentives.
- High-quality inbound leads from multiple channels.
- Direct work & mentorship from founder/CEO.
- Fast-track career growth in sales leadership.
- Results-oriented & supportive work culture.

## **Growth Path**

- IT Sales Manager → Senior Sales Manager → Business Development Head → Sales Director

*Apply Now: Send your resume to [hr@makes360.com](mailto:hr@makes360.com) with subject "Application for IT Sales Manager (Male, Field + Office)"*

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