https://invoay.com/job/business-development-manager-software-sales/

Business Development Manager – Software Sales

Hiring organization
Invoay Software

Employment Type
Full-time

Industry
SaaS Software, POS Software, Beauty and Wellness

Job Location
E 14, 2nd Floor Sector 3, 201301, Noida, Uttar Pradesh, India

Description

Are you passionate about driving business growth in the software industry? Do you have a knack for developing strong relationships and a proven track record in software sales? Invoay Software is looking for an experienced and results-oriented Business Development Manager to expand our reach in Billing, POS, and CRM software solutions.

Responsibilities

Drive Sales Growth: Develop and execute strategic sales plans to promote Invoay's Billing, POS, and CRM software solutions, aiming to meet and exceed revenue targets.

Market Expansion: Identify and target new business opportunities across diverse industries, focusing on retail, salon, spa and wellness sectors.

Client Relationship Management: Build and nurture long-term relationships with key clients, ensuring high levels of customer satisfaction and retention.

Lead Generation: Generate and qualify leads, leveraging various channels to expand the client base.

Product Demonstration: Present and demonstrate the capabilities and benefits of our software solutions to potential clients, tailoring the presentation to their specific needs.

Collaborative Strategy: Work closely with the marketing and product development teams to align strategies and ensure that client feedback is incorporated into the product roadmap.

Sales Reporting: Regularly update and maintain sales reports, forecasts, and customer activity records for management review.

Requirements:

Experience: Proven experience in software sales, particularly in Billing, POS, and CRM software, with a strong track record of meeting or exceeding sales targets.

Sales Skills: Excellent sales, negotiation, and presentation skills, with the ability to engage with clients at all levels.

Industry Knowledge: Deep understanding of the retail, salon, spa or wellness industries and their software needs.

Communication: Strong verbal and written communication skills, with the ability to convey complex software solutions in a clear and compelling manner.

Education: Bachelor's degree in business, marketing, or a related field (MBA

preferred).

 Tech-Savvy: Comfortable with software products and staying updated on the latest industry trends.

Qualifications

 Experience: Minimum of 3-5 years of experience in software sales, with a focus on Billing, POS, and CRM software, and a strong track record of meeting or exceeding sales targets.

 Education: Bachelor's degree in business, marketing, or a related field (MBA preferred).

 Skills:

- Strong sales, negotiation, and presentation skills, with the ability to engage with clients at all levels.
- Deep understanding of the retail, salon, spa or wellness industries and their software needs.
- Excellent verbal and written communication skills, with the ability to convey complex software solutions in a clear and compelling manner.
- Proficiency in using CRM software and other sales tools.
  Technical Acumen: Tech-savvy with the ability to quickly learn and adapt to new software solutions and industry trends.
  Leadership: Ability to work independently as well as part of a team, with a proactive and goal-oriented mindset.

Job Benefits

 Competitive Salary: Attractive base salary with performance-based incentives.

 Health and Wellness: Comprehensive health benefits for you and your family.

 Career Growth: Opportunities for professional development and career advancement within a rapidly growing company.

 Innovative Work Environment: Collaborative and supportive work culture with access to the latest software tools and technologies.

 Impactful Role: Play a key role in driving the success and expansion of our cutting-edge software solutions.

Contacts

Ready to drive business growth and be a part of a leading software company? Join us at Invoay Software and make a difference!

Invoay Software is an equal opportunity employer and values diversity in the workplace. We thank all applicants for their interest, but only those selected for an interview will be contacted.

#BusinessDevelopment #SoftwareSales #JobOpportunity #JoinOurTeam #POSSoftware #CRMSolutions #BillingSoftware