



**Job Description**

**Division/Department:** Sales and Business Development

**Location:** Vikhroli, Mumbai

**Job Title:** Senior Manager

**Experience:** Minimum 5 to 12 years relevant experience

**Education:** Post Graduate in Business Management from premier B-schools preferred

**General Description -**

At ODeX, the sales team is the engine that drives the reach to our Trade customers – Freight Forwarders, Custom Broker, Exporters, Importers and Partners. We’re seeking a qualified Sales Head who can help keep this engine running with their own sales skills as well as leadership of a team of driven sales representatives.

The ideal candidate has deep experience with the entire sales process, excelling at lead generation, relationship building, and deal closing. We’re looking for a quick learner who has strong negotiating skills — someone with a successful track record who can inspire the same performance in others. The role demands a leader who has a sharp mind and an ability to coach, advise, motivate, or replace sales representatives while building and maintaining a high-performance team. Domain knowledge of Logistics Technology will be an added advantage.

**Competencies required-**

**Functional / Technical Competencies:**

- Product knowledge
- Sales planning
- Sales leadership
- Adaptability
- Data analysis
- Sales prediction
- Upselling
- Coaching
- Analytical skills
- Delegation

**Behavioral Competencies:**

- Strategic thinking
- Relationship building
- Expert negotiation
- Goal achievement
- Motivation
- Continuous learning and development
- Communication
- Active listening
- Time Management

**Objectives of this role**

- Represent the company effectively with comprehensive knowledge of our offerings
- Research consumer needs and identify how our solutions address them
- Hire, train, motivate, and advise a team of sales representatives
- Achieve company objectives by planning thoroughly, setting sales goals, analyzing performance data, and making forecasts
- Develop skills continuously for hiring, training, and leading team members, and ensure that they're using effective sales tactics to meet revenue objectives
- Generate leads, and establish and nurture client relationships

**Responsibilities**

- Create and execute a strategic sales plan that expands our customer base and extends the company's reach in the Indian subcontinent
- Meet with potential clients and grow long-lasting relationships that address their needs
- Recruit sales team members, set objectives, train and coach them, and monitor their performance
- Identify knowledge gaps within the team and develop plans for filling them
- Ensure that targets are met by holding daily check-ins with sales team to set objectives and monitor progress
- Manage the month-end and year-end close processes

**Required skills and qualifications**

- Five or more years of experience in managing sales and leading sales teams in a corporate setting, preferably software platforms
- Proven record of success with the entire sales process, from planning to closing
- Excellent communication, interpersonal, and organizational skills
- Demonstrated leadership ability
- Ability to travel at least 40% of the time

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