

Email: saravanan.radhakrishnan@zyplesoft.com

Email: shanmugam@zyplesoft.com

Tel: +91 98867 64254 / +91 72998 80500



SAP Business ONE ERP Solutions - Business Development Manager

Open Positions : 01

Location : Bangalore

Overview & Responsibilities

Placement is Office work for the company responsible for generating Leads and On boarding Sales for SAP Business One ERP Solution Implementation, Support, Solutions Development and Deployment Services to Industries. Role play and **SMART** contributions are most important in the company in relation to the client's requirements analysis and improving Sales processes.

Responsibilities include:

- Generating Leads and Prospecting
- Cold calling & Networking Prospects
- Organising and Conducting Solutions Meeting with Prospects
- Listening and Understanding Customer Problems and Convey to Solutions Architect
- Prospect Specific Solution Deck Presentation Preparation and Presenting to Prospects
- Solution(s) Techno-Commercial Proposal submission to prospects
- Generating Pipeline and Prospect Sales Potential Reports
- Follow up with prospects and convert proposals into Sales
- Continuous Improvement

Knowledge & Experience

- Bachelors Degree in Computer Science / Engineering
- 3~ 5 Years of Competent Experience in ERP / SAP Sales and Prospecting
- Fluency in English is a must, Kannada, Hindi, Telugu is an additional advantage
- ERP Work Flow and Salient Features Understanding is Must
- SAP Business One Functional Knowledge is an added Advantage

Attitude

- Self-Starter and Go-Getter
- Learning, Unlearn and Relearn
- Participative
- Giving and taking Feedback