

SRMUS/PAT/2021-22/042
Date: 30-11-2021
PLACEMENT DRIVE NOTIFICATION

Company	Intangles Lab Pvt. Ltd.
About the Company	Intangles Lab is a leading digital twin solutions provider for the Automotive Industry. We are on a mission to transform how organizations do business by leveraging our proprietary Digital Twin technology. Working with physics-based analytics and machine learning to simulate the real-world environment into a virtual world, Intangles provides real-time and predictive insights, augmented with a large repository of repair strategies and recommendations. Intangles' solutions allow OEMs and fleet operators to monitor, benchmark, and conduct predictive maintenance of assets in order to enhance their overall uptime & profitability. Our solutions are currently powering 20000+ vehicles across nine countries.
Job Title	Direct Sales Manager
Job Description	<ul style="list-style-type: none"> • Business Development in the respective sales territory. Building Strong Sales Pipeline. • Converting cold leads into warm and warm into hot leads. Conversion of hot leads into business. • Identify new business opportunities with relationship of state level transport associations • Developing retail potential customers with routine account review activity • Extensive (80%) traveling in the territory to meet the customers and closing the deals. Must have own vehicle (2 wheeler) for local commute • Maintain the territory target on monthly & quarterly basis • Continuous feedback about market developments to reporting manager • Competitor Analysis. SWOT (Strength, Weakness, Opportunity & Threat) Analysis of Competitor • Demand Anticipation in market and plan monthly & quarterly sales projections • Meet all promises and commitments made to customers at the time of sale. Build relationship with key members of the customers • Support other territory/ region sales. Identify territorial hiring needs & inform to reporting manager (Deployment & Account Managers) • Identifying critical problems slowing down sales. Identifying & Suggesting new feature requests which will boost sales. Suggest possible partnerships with technical partners. All these report to reporting manager • Escalate a problematic customer to reporting manager whenever necessary • Contribute towards achieving overall organizational target, Vision & Mission • Practicing and promoting company culture and values • Follow Company Systems & policies
Job Location	Chennai, Bangalore & Hyderabad
Eligible Degrees	MBA (Marketing)
Eligibility Criteria	This is field sales role (80% travelling)
Desired Skills	NA
Compensation (CTC)	Rs. 5.00- 5.50LPA
Selection Process	Will be informed later
Date of Interview	Will be informed later
Venue	Online

Note: The Date of Joining shall be 6th December 2021 or latest by 01st January 2022