

## About Us:

Jode Technologies Pvt. Ltd. (JodeTx) is a young and fast-growing Startup in Fintech Domain specialized in solutions for Banking, Financial Institutions and Merchants (<https://www.jodetx.com>).

We are founded on the Vision to build technology to enable seamless financial and payment transactions and provide a comprehensive digital platform to Banks and Merchant segments.

**Role:** Area Sales Manager

**Experience:** 2-4 Years

**Work Location:** Wagle Estate, Thane

## What are we looking for:

We are looking for energetic and enthusiastic Sales Manager with who can identify & convert opportunities for our products in the BFSI segment, especially Acquiring, Compliance, Reconciliation, Payment software for Banks and Financial Institutions. The Sales Manager will engage with and guide the customers as a solution provider and subject matter expert for their requirements.

The Candidate must have sound understanding on Software product sales cycle and have an expertise in mapping business in domestic market across Banking and Financial Institutions. A strong network of relations in the Co-Operative Banking eco-system will be an added advantage.

Candidate will be ultimately measured against goals like New Logo Acquiring and Revenue Generation.

## Job Responsibilities:

- 1) Connect with and acquire new logos in the Cooperative Banking segment.
- 2) Ability to work independently to create and execute partnerships with Key Accounts and Alliance Partners that drive measurable business results.
- 3) Engage with CXO level Executives.
- 4) Plan & drive the sales effort by building structured pipelines, solutions, winning proposals and ensuring smooth account engagements.
- 5) Ability to negotiate with customers on Delivery milestones and Commercials.
- 6) Own the Account Plans, Revenue targets, Forecasting Revenue, Order Booking, maintaining and growing pipeline.
- 7) Work with internal support functions such as HR, Legal, Finance, Product, Pre-sales etc. to drive necessary support for account growth.

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## Required Skills & Qualifications:

- 1) Experience in Software or Platform Sales, experience in Cooperative Banks / payments domain would be added advantage.
- 2) Good understanding of the market, with market client contacts and proven experience (In Banking and Cooperative Banking vertical).
- 3) Should have managed multiple accounts in Sales (lead role). Establish relationships at CXO level within the target market segment.
- 4) Good knowledge of IT & Fintech service offerings including regulatory changes, digital initiatives, enterprise application services, cloud & IT infrastructure management, custom application services.
- 5) Good knowledge on Payment products like UPI, BBPS, IMPS and Merchant Acquiring platforms is a plus.
- 6) Entrepreneurial Mind-Set, ability to observe, innovate and own your work.
- 7) Excellent communication and interpersonal skills.
- 8) MBA Preferred / Graduate