

Job Description: Sales Manager

Company: TalenScout

Location: Gurugram, India

Employment Type: Full-time

Experience Level: 4-7 years

Job Summary

We are hiring a Sales Manager to lead our sales team, drive revenue growth, and build strong client relationships. The ideal candidate should have experience in B2B sales, HR tech, or SaaS solutions.

Key Responsibilities

Develop and execute sales strategies to meet revenue targets.

Identify and onboard new enterprise clients (HR Tech/Recruitment sector).

Manage the entire sales cycle from prospecting to closure.

Build long-term relationships with key decision-makers.

Collaborate with marketing for lead generation and brand awareness.

Qualifications & Skills

Bachelor's/Master's in Business, Marketing, or related field.

4+ years in B2B sales, preferably in HR Tech/SaaS.

Strong negotiation, communication, and leadership skills.

Experience with CRM tools (Salesforce, HubSpot).

Why Join Us?

Lucrative incentives & performance bonuses.

Opportunity to shape the sales strategy of a growing startup.

Dynamic and high-energy work environment.