



About Karomi

Karomi is a leading Enterprise SaaS provider. Our flagship ManageArtworks platform enables 4000 leading Global and Indian brands. Reach markets faster with Karomi's end-to-end packaging & artwork management system while achieving 100% compliance.

We offer everything to get your artwork projects going. Manage every step of the packaging and artwork process.

Position: Manager- Enterprise Sales

Industry: IT- Software

Job Location: Mumbai/ Hyderabad

Experience: 8- 10 years

Responsibilities:

- Identify prospective enterprise clients in the FMCG / Pharma industry, approach decision makers and generate leads.
- Deliver sales presentation and product demonstration to prospect new business.
- Market mapping and prospect generation through conventional and digital methods.
- Set up periodic meetings with the internal team to understand the product specifications and look for new sales opportunity.
- Strengthen the business relationship with periodic follow-ups and earn clients' trust.
- Derive & achieve quarterly/monthly/yearly business plan.

Preferred candidate:

- An MBA/ Engineer graduate with 8- 10 years' experience in enterprise sales.
- Good market knowledge and relationship with clients from FMCG and Pharma industry is an added advantage.
- Willingness to travel in and around Maharashtra & Gujarat to meet clients if located in Mumbai.
- Willingness to travel in and around Andhra Pradesh, Karnataka & Telangana to meet clients if located in Hyderabad.

Skills required:

- Good communication and negotiation skills

Website: www.karomi.com and www.manageartworks.com