



**Job Circular**

**DIZIT**  
*Trusted Partner for Digital Transformation*

**VACANCY ANNOUNCEMENT**

**Position: Sr. Executive/ Manager, Sales**

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## **Position: Sr. Executive/ Manager, Sales**

*Job Posting Date: 24/11/2021*

*Job Closing Date: 10/12/2021*

### **Job Descriptions:**

The primary purpose of this role is to conduct and oversee business-specific projects that are medium to large in size and highly complex solution design with different technologies to meet the scope of customer demand. This includes responsibilities for positioning products or services while adhering to enterprise project practices. Overall, this role contributes to the revenue generations that ultimately drive business and financial value.

#### **Duties and Responsibilities:**

- Work for business development to identify prospective opportunities within the Technology Services Industry.
- Work closely with the leadership team to drive end-to-end pursuit cycle for imminent opportunities with strategic clients or prospects.
- Managing relationships with key client personnel and ability to understand the organizational culture of the client.
- Strong knowledge of the business environment and norms to be able to spot opportunities for IT solutions specific deals- and ensure conversion to business as per client needs.
- Selling concepts to the client and influencing the client to award business based on capability and track record in similar situations.

- Collect competitor information to define strategies that can help enable favorable outcomes.
- Maintain sales plan, pursuit plan/business pipeline with leadership to ensure target achievement.
- Knowledge of contract process and understand the distinctions of contracts and interdependencies to other business aspects.
- Conduct client presentations, workshops, and documentation with the client.
- Work closely with the Solution Architect and Delivery team to build customized solutions pitches for the target account.
- Provide necessary input for building alliances with relevant product/service vendors.

### **Skill Requirements**

- 5 years' experience in business, including 3+ years in Technology Sales.
- 2-3 years working experience on and/or managing documentation involving the business plan, tender preparation and contract management.
- 2-3 years' experience to identify, analyze, define the scope of works and communicate effectively.
- Minimum Bachelor's Degree in Business Management, Business Administration, Computer Science or related field.
- Strong client interface skills and the ability to work well on the time limit.

### **Salary:**

Attractive Salary Package for eligible candidates along with International Training and Other benefits.

**Women are encourage to apply.**

### **Read Before Apply**

Selected candidates will be offered competitive package.

Candidates possessing the requisite skills and qualifications should feel free to apply with Cover Letter &

Send your CV to [info@dizitbd.com](mailto:info@dizitbd.com) within 10 December, 2021

Short listed candidates will be called for interview

### **Apply Procedure**

Send your CV to [info@dizitbd.com](mailto:info@dizitbd.com)

Application Deadline: 10 December, 2021