

## **Sales Manager (Job code – FT Sales Manager)**

Sells products by implementing sales plans; builds and supervise sales staff.

### **Sales Manager Job Duties:**

- Determines annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results.
- Establishes sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products.
- Implements sales programs by developing field sales action plans.
- Maintains sales volume, product mix, and selling price by keeping current with supply and demand, changing trends, economic indicators, and competitors.
- Establishes and adjusts selling prices by monitoring costs, competition, and supply and demand.
- Completes sales operational requirements by scheduling and assigning employees; following up on work results.
- Maintains sales staff by recruiting, selecting, orienting, and training employees.
- Maintains sales staff job results by counseling and disciplining employees; planning, monitoring, and appraising job results.
- Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies.
- Contributes to team effort by accomplishing related results as needed.

### **Sales Manager Skills and Qualifications:**

Meeting Sales Goals, Negotiation, Selling to Customer Needs, Motivation for Sales, Sales Planning, Building Relationships, Coaching, Managing Processes, Market Knowledge, Developing Budgets, Staffing

**Location – Bangalore**

**Timeframe – Immediate**

### **About Aerxlabs**

AerX Labs is a Bangalore based startup that makes and sells professional grade Flight Simulators and is involved in design and development of Next Gen Flight Simulation and Aviation technologies. AerX Labs is aggressively pursuing technology and solutions that are at the fore front of technology and innovation is our main driving force. AerX Labs is in the process of filing multiple design patents around Safety, Efficiency and Security of Aviation Technologies.

Interested candidates are requested to mail their resumes to [careers@aerxlabs.com](mailto:careers@aerxlabs.com) with the Job code – **FT Sales Manager or Sales Intern** in subject line.