

## Join Our Team

We are an Information Technology solutions provider headquartered in Colombo, Sri Lanka with operations in Asia, United States, Europe and Africa.



[www.nvision.lk](http://www.nvision.lk)

### Manager Marketing - Software Product Sales

We are looking for an enthusiastic team member to lead commercial arm of the entity in charge of CRM, Telecom & Digital Signage Products covering international, local and digital market spaces.

**Compensation** : As per industry standards

**Job Location** : Sri Jayewardenepura, Sri Lanka

#### Job description

- Strategize and implement solid marketing plans based on short - term and long - term goals (including Digital Marketing Strategies)
- Identify potential markets and customer segments (B2B, B2C), develop and execute strategies to achieve sales targets and product download targets.
- Create a strong web and social presence for cleverly optimizing on various successful platforms in order to drive secondary traffic to our app and optimise Play Store & App Store in par or better than global competition.
- Create and execute strategies to acquire partners internationally to sell the product portfolio.
- Develop marketing and awareness campaigns along with marketing team.
- Represent NVISION Tech products at client meetings, trade shows and conferences as and when required.
- Prepare excellent pitch presentations based on client requirements.
- Prepare detailed quotes, set up pricing strategy and delivery schedules for various sets of clients.
- Build and lead the sales and marketing team.
- Carryout up to date competitor analysis and product landscape analysis.
- Manage sales targets on monthly basis with new client and existing client business.
- Manage individual targets and overall team sales to ensure an appropriate mix of prospects, new business opportunities and firm proposals.
- Actively seek and conduct meetings, deliver presentations with potential clients on phone/web and face to face.
- Manage and monitor projects along with account management team on regular basis.

#### Education Qualification

- Professional Marketing qualification from a recognized Institute. An MBA or equivalent from one of the known business school would be an added advantage.

#### Job Requirement

- Minimum 5-year experience of Software product sales.
- Knowledge of CRM products, Digital Display software platforms and Wi -Fi solutions.
- Domestic and/or International Sales / business experience is a must.
- Self-driven, results-oriented with a positive outlook.
- Strong interpersonal skills and sensitivity.
- Possess excellent presentation skills.
- Possess excellent computing skills.
- Excellent communication in English.

Forward your resume to the below mentioned  
E-mail address.

[hr@nvision.lk](mailto:hr@nvision.lk)