

Manager - Sales - MP - 26/05

Post Code	MP - 26/05
Qualification	Bachelor's degree in IT, Computer Science, Business Administration, Engineering or a related field or equivalent from a reputed institution
Experience	Minimum 12+ years of B2G (Business-to-Government) & non-government sales (B2B or B2C), IT sales experience
Remuneration	Commensurate with qualification & experience and comparable with the best in the industry.
Employment Type	On Contract
Job Location	The position will be based at either GIFT City, Gandhinagar/ GNFC Infotower, Ahmedabad. However, depending on the organizational requirements, the employee may be transferred or posted to any other office location of the Company.
Role Overview	We are looking for a driven and result-oriented Sales Manager / Key Account Manager to lead business development efforts for IT and security solutions within the Government sector. The ideal candidate will have deep expertise in Government & Non-Government sales, strong relationship-building capabilities, and a proven track record in managing complex solution-based sales cycles.
Key Responsibilities	> Own and manage end-to-end sales activities for Government accounts across central/state departments and public sector bodies. > Drive demand generation for enterprise IT, Security & e-Governance > Identify and nurture opportunities through direct engagement, tenders, and empanelment processes. > Develop strong relationships with key stakeholders, decision-makers, and influencers in government and PSU sectors. > Lead proposal development, presentations, and budgetary discussions tailored to customer pain points. > Coordinate with technical teams to ensure solution alignment with client needs. > Maintain a healthy sales pipeline with accurate forecasting and timely closure of deals. > Ensure post-sales account growth through upselling, cross-selling, and sustained engagement. > Monitor outstanding payments and drive timely collections by coordinating with clients, finance teams, and procurement departments to ensure healthy cash flow and adherence to payment terms. > Follow up on invoicing, payment approvals, and reconciliation processes to minimize overdue accounts and resolve billing-related issues efficiently. > Stay updated with relevant government schemes, digital transformation projects, and procurement guidelines.
Additional Information	> Proven success in selling IT/software/security solutions to Government/PSU clients. > Strong understanding of tendering, GeM, rate contract, and bid submission processes. > Exceptional communication, negotiation, and presentation skills. > Ability to independently manage key accounts and drive business across complex hierarchies. > Willingness to travel extensively to client locations and government departments.

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| | <ul style="list-style-type: none">> Prior experience in GovTech, e-Governance, cybersecurity will be preferred> Understanding of Government IT budgets and procurement patterns. |
| Interested candidates may fill-up the application form online through mentioned link as well as upload the detailed resume latest by 14/09/2026 | |