

Manager - Sales

Pragati Systems

Experience: 5-8 years

CTC: 6-12 LPA

Location: Indore

Job Description

Pragati Systems is looking for a Manager - Sales for its domestic business. The person at this role will be a part of the senior management and will be responsible for driving the Company's sales strategy, creating & leading the Sales Team, and effectively meeting or exceeding the revenue targets. The ideal fit for this role would be someone who is not afraid of initiating conversations, is fond of meeting & knowing new people, is good at building long-term genuine relationships and has experience in sales.

Responsibilities:

- The candidate for this role will be the overall in-charge of pan-India sales of the Company's OEM product line i.e. Office, Art & Educational Supplies.
- The candidate for this role will devise the strategy for market share expansion as well as new business acquisition and will drive all projects, changes & policies linked to the execution of the strategy independently and rigorously.
- The candidate shall play a proactive role in the team building & training process in coordination with the HR function, as and when required.
- The candidate will develop a streamlined reporting & reviewing system for each member of the sales hierarchy, for effective management of day-to-day sales activities. The candidate shall also be responsible for performance evaluation and monthly/quarterly/yearly incentives of the team members.
- The candidate will establish annual as well as quarterly sales targets in coordination with the core management, and set things in motion for the timely and complete fulfillment of such targets.
- The candidate will acquire data (leads, inquiries, meeting/call details, complaints, feedback etc.) as per the defined reporting structure from respective team leaders (B2B & Corporate Sales, Institutional Sales, Government Tenders/Project Sales, Dealer Sales)
- The candidate shall maintain strong relations with all Key Accounts, personally monitor (or single-handedly handle) all Key Sales Projects and ensure proper communication of critical business decisions/policies/processes to relevant stakeholders.

Role: Manager - Sales (India)

Industry: Manufacturing

Functional Area: Sales, Business Development

Employment Type: Full Time, Permanent

Role Category: Senior Management

Education

UG: Any Graduate (MBA Preferred)

Key Skills

Marketing Head, Incharge, Strategy Formulation, Relationship Management, Sales, National Sales Head, Monitoring

Contact Person

Rajesh Kumar

HR - Pragati Systems

About

Pragati Systems® is a leading Indian brand of office supplies, presentation products, educational and training aids, founded in 1985 in Indore by Mr. Manoj Jain. The company focuses on helping students, professionals, and organizations communicate effectively through smart display, training, and presentation solutions. With a strong team of over 175 professionals, three manufacturing units, 150+ product variants, and a wide dealer network across India, Pragati Systems serves millions of customers through both online and offline channels.

Its advanced manufacturing facility, spread over 1,00,000 sq. ft., is equipped with modern metal, plastic, and wood processing machinery. With capabilities such as CNC cutting, fabrication, plastic moulding, powder coating, and woodworking, the company produces high-quality office supplies, presentation products, and modular furniture solutions while maintaining strong quality standards and innovation.

Products

We specialize in the manufacturing of an array of Office, Art and Educational Supplies. Our product range includes-

- Writing and Display Boards
- Magazine & Display Stands
- Art & Display Easels
- Flip-chart and Whiteboard Easels
- Welcome Boards and Lobby Stands
- Newspaper Reading Stands
- Ammonia Printing Machines
- Podiums and Lecture Stands
- Executive Cabin Desks

- Standard Tables
- Conference & Meeting Tables
- Workstations (Desking)
- Workstations (Cubicles)
- Reception Counter
- Wooden Storage Units
- Smart Desks & Dual Desks
- Computer Lab & Library Desks
- Science Labs
- Canteen & Cafeteria Furniture
- Library Racks
- Hostel Beds
- Office & Computer Tables
- Metal Storage Units
- Compactors
- Executive Chairs
- Revolving Chairs
- Visitor Chairs
- Study & Writing Pad Chairs
- Cafeteria & Lunch Chairs
- Office Sofas

What are we looking for?

Pragati Systems hires enthusiastic individuals who are passionate about making a significant impact to the organization and the world around them. But it's not just about GPAs and magna cum laude, we're looking for all-rounders, independent thinkers who thrive as part of a team. We recognize that everyone is different and everyone will bring their own unique experiences and perspectives to the team.

Company Info

Website: <http://pragatisystems.com/>

Address: 35/B, Sector C, Sanwer Road, Indore - 452015 , Madhya Pradesh, India