

Job Description			
Job Title	Deputy General Manager/ General Manager - Sales	Job Code	GM001/DSS
Department	Sales & Marketing		
Location	Noida , Uttar Pradesh, India		
Job Summary	We are seeking an accomplished Sales Professional with acumen and core competency in Communication & Security Solution Sales . The role demands extensive experience in defence procurement processes (DAP 2020), knowledge on Projects based on VSAT technologies, and government contracting, along with proven ability to manage large-scale business Tender Opportunities . The candidate will be accountable for business growth, P&L management, tendering & bidding, long-term customer relationships, and expansion of VSAT Solutions primarily in MOD and MHA aligning with the company's strategic roadmap .		
Working Relationships & Desired Profile	Reporting to: Sr. Vice President		
	Key Responsibilities: - Drive Sales in Communication & Technology based Security Solutions in Defence MOD and MHA by identifying new opportunities across segments . - Lead participation in government tenders, EOIs, RFPs, and VSAT Tender based projects. - Build strong industry and defence ecosystem networks to achieve quarterly and annual Sales & Gross Margin Targets. - Possess Market Intelligence on emerging technologies, and defence procurement trends. Other Responsibilities In Sales - Develop and maintain a robust sales pipeline with consistent monthly funnel growth. - Generate P&L , forecasting, and budgeting for the vertical. - Build and expand partnerships with global OEMs, Indian defence Companies, and Technology providers. - Align business goals with long-term defence modernization programs and emerging requirements.		

Desired Profile

- **15 –18 years of experience** in Sales with thrust on managing Defence / MHA and other relevant Government Agencies of State & Central Government with at least 5 years in a relevant leadership role.
- Strong knowledge of **Defence procurement procedures, Communication and emerging technologies, and experience in acquiring large scale Projects.**
- Proven track record of **managing multi-million-dollar bids, strategic partnerships, and P&L ownership.**
- Excellent networking with **Armed Forces, CAPF and MHA Accounts.**
- Exceptional leadership, negotiation, and decision-making skills.
- Engineering Graduate or a bachelor of any Stream .
- MBA preferred but not a criteria for any deserving candidate .
- Open to travel & meet customers is a pre-requisite.

Soft Skills:

- Strong decision-making skills
- Strong sense of time management and urgency.
- Ability to work alone and lead a team.
- Excellent planning and project management skills.
- Strong ability to take initiatives.