

Sales & Marketing Lead:

About Veda:

Veda is small business Distribution Company started in 2014 and reached a turnover of 2+ cr in a short time. Veda is located in Vijayawada, started operations in Hyderabad and looking forward to double the turn-over in 2016. Visit the website <http://www.vedadistribution.com> for products & partners.

Role: Working in Hyderabad office, you will be responsible for:

- Engage with system Integrators and sell Veda Products.
- Manage existing System Integrators accounts, Open new accounts.
- Work aggressive on Funnel, channel penetration and improve sales.
- Increase revenue and ensure consistent cash flow on a monthly basis.
- Resolve Pending payments, issues between all parties of System Integrators, OEM & Veda.
- Manage Inventory and ensure proportional ratio of inventory & sales.
- Engage in retail markets and sell adjacent products.
- Co-ordinate multi-site operations, Lead/work with teams in Vijayawada & Vizag.

What we are looking for:

- We are looking for a creative, self-driven & motivated individual with 5-10 years of experience in sales and marketing in the areas of Networking, Security Surveillance & IT Infrastructure related products.
- Hands on experience in technical knowledge of Networking, Security & IT products.
- Hands on experience in handling SI, OEM accounts.
- **Go-Getter** in translating new infrastructure project in Telangana & AP Leads to Veda Business and transforming it to Revenue.
- Assist SI in Bidding, Project wins.
- Experience in BOQ & BOM.
- Experience in B2B, B2C IT infrastructure market and solutions.
- Experience in enabling additional channels and push new products in retail segment.
- MBA is a Plus.
- Proven communication and problem solving skills.

Why Join US:

We passionately believe that working at Veda, you will be joining a start-up environment and thriving business opportunity coming in the near future. We are ramping up double digit growth in 2015. With a plan in place for 2016, the opportunity for talent to progress at Veda could not be greater. Veda recognizes talent like no other in sales and marketing industry and cares for employees and their aspirations with a very highly competitive salary, benefits package and professional growth.

Send your resume to raghu@vedadistribution.com, info@vedadistribution.com