



PS Academy
Meark Enterprise

Sales/ Pre-Sales Executive

Industry Led Employable Skill Training

Job Role: Sales/ Pre-Sales Executive

Occupation: IT-ITeS/Business Process Management /Customer Relationship Management

Role Description

Support business development activities such as coordination with stakeholders, creating proposals and bids for project sales.

Occupational Standards

N1101 Conduct marketing research and analysis for sales

N1102 Contribute to new business generation

N1103 Contribute to developing sales plans

N1104 Contribute to development of responses to RFIs and RFPs

N1105 Assist in collection of payments from clients

N9001 Manage your work to meet requirements

N9002 Work effectively with colleagues

N9003 Maintain a healthy, safe and secure working environment

N9004 Provide data/information in standard formats

N9005 Develop your knowledge, skills and competence

Career Path

Sales/Pre-Sales Executive > Pre-Sales/Sales Manager > Sr. Manager Pre-Sales/Sales > Regional BD/Sales Lead > GU Sales Lead > Head of Sales
Sales/Pre-Sales Executive > Customer Relationship/ Alliance Manager > Sr. Manager Customer Relationship > KAM-Key Account/ Alliance Manager > GU Sales Lead > Head of Sales

Duration

Duration: 63 hours (21 days - 3 hours/day)

Training Mode

Physical or Blended Learning (50% classroom and 50% online)

Pre-requisites

Bachelor's Degree in Management/ Business/ Science/ Technology/ Computers

Personal Attributes

This job requires the individual to work independently and be comfortable in making decisions pertaining to his/her area of work. The individual should be result oriented.

Reference

QP ID: SSC/Q6303

Of NSQF Level : 7

Model Curriculum:

https://pursuiteproduction.s3.amazonaws.com/media/qp_modelCurriculums/ITeS_SPD_Sales_and_Marketing_Business_Development_SalesPre_Sales_Executive_SSCQ6303_Level_7.pdf

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