

## **Jair Network & Services Pvt. Ltd.**

### **Company Profile:**

Jair Network & Services Pvt. Ltd. is emerging IT solution provider and our vision is to create healthy and conducive working environment for our employees & at the same time we want to be leader in our chosen field.

Our aim is to help customers meet their business need of IT by providing them solutions & services. We provide solutions on networking, hardware & software, applications, storage, security, firewalls, Endpoint security, Mobile security, Web Security, video conferencing, IP Telephony, MDM Solutions, Unified Collaboration on premise & on-cloud solutions.

We are partnered with Cisco, Microsoft, Symantec, Trend Micro, Symantec, Veritas, Avaya, HP, Avaya, Juniper, Adobe, Palo Alto Networks, Checkpoint, Fortinet, CA Technologies, Barracuda, SOTI, VMware & Samsung for their entire enterprise range of products.

We are driven by dedication, discipline & passion with vision to help our customers get superior returns of their technology investments.

**Designation: Management trainee – Trainee Account Manager - Sales**

**Education: MBA-IT / MCA / BE/Btech**

**Job Location: Opening at Delhi branch and / or Gurgaon branch.**

Remuneration: CTC will be provided basis of the qualification & caliber between (3.0L to 4.5L) After the successful 1 year, candidate could be absorbed in the company with revised salaries as per the industry standards and or existing salary.

### **Key Job Responsibilities:**

- To identify and develop prospective customer accounts
- To manage existing customer portfolio to maximize the sales opportunities.
- Interact with Proposal team for Estimation and offer preparation.
- Must have excellent convincing skills and should be target driven.
- Should be aggressive in sales and meeting customer.

## **Jair Network & Services Pvt. Ltd.**

Corp. Office: 10th Floor, Padma Tower-I, Rajendra Place, New Delhi - 110008.

Reg. Office: Regus, 5th Floor, SREI Signature, Plot 14A, Anath Road, Udyog Vihar, Sector 18, Gurgaon-122015

Tel: +91 11 470 58107, 124 670 7859 | Fax: +91 124 670 7702 | [www.jairnetwork.com](http://www.jairnetwork.com)

- Must have excellent communication Skills and should be Dynamic, self-motivating and Target and result oriented.
- Interact with Customers for enquiry, offer submission, order generation & follow up for payments.
- Able to travel throughout sales territory.
- Consistently meet monthly revenue and unit sales targets Maintain accurate sales reporting, methodically reported to branch manager on a weekly basis
- Regularly attend the mandatory weekly meeting Track prospects clearly and accurately, and to follow up to close sales Speed up the working capital cycle from invoice, to installation, to collection of payment.
- Must be an extrovert & able to maintain strong relationship with customers.

for **Jair Networks & Services Pvt. Ltd.**

Rajesh Emmanuel  
Director

Email: [remmanuel@jairnetwork.com](mailto:remmanuel@jairnetwork.com)

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