



Mobonair is a global mobile services specialist. We pride ourselves in our ability to provide a mobile services cloud for enterprises and mobile operators. Our entire portfolio is designed in-house and draws on our extensive experience, taking into account specific requirements of our clients and partners. Our regional approach coupled with dedicated development resource enables us to provide clients worldwide with carrier-grade quality, reliability and flexibility. For more information, visit our corporate web site at

[www.mobonair.com](http://www.mobonair.com).

As our business grows daily, we are seeking to recruit new members to join our team of enthusiastic and committed information technology experts.

We have an open position:

Enterprise Sales

Responsibilities:

Job Description

Lead generation through his network/database.

Making presentations to the client- Responsible for client acquisition and revenue targets.

Create and conduct proposal presentations and RFP responses for Enterprise mobility solution

Generate Leads, network through to create prospects, Qualify Leads,

Create and Submit Proposals (With the help from Pre sales and CFE teams),

Negotiate and Close Deals- Understanding the complete sales cycle right from initiation of the sales call to the closing of the deal in the assigned area

Join Mobonair if you:

Are sharp, goal-oriented, with a passion for driving business forward

Are a team player

Have strong verbal presentation and written communication skills

Want to learn about new technologies

Qualifications:

Must have experience in solution sales / concept sales to large and medium enterprises with excellent communication and presentation skills..

Qualification: MBA - Marketing

Experience: 2 - 8 Years

Desired Candidate Profile

Good communication skills.

Excellent Communication skills to independently handle in with operators.

Proficient in MSOutlook, MSExcel. Good in analytical skills.

We offer international and dynamic working conditions, challenging situations that allow personal and professional development. Mobonair encourages self-initiative and offers an environment where each staff member has an opportunity to learn and to be promoted based on his/her knowledge and work.