

JD- SALES HEAD

Position Overview

The Sales Head at Nirvay Solutions will be the strategic driver of revenue growth, market expansion, and client relationship excellence. This role requires an experienced sales leader who can design winning strategies, manage high-value client relationships, and inspire the sales team to achieve ambitious business goals.

Key Responsibilities

Strategic Planning & Leadership

- Develop and execute the company's sales strategy in line with Nirvay Solutions' vision and growth objectives.
- Identify and capitalize on emerging market trends, industry opportunities, and potential partnerships.
- Set sales goals, revenue forecasts, and performance benchmarks.

Team Leadership & Development

- Lead, mentor, and build a high-performance sales team.
- Conduct regular training, coaching, and performance reviews to ensure skills and knowledge remain industry-leading.
- Foster a culture of accountability, motivation, and innovation.

Business Development & Client Engagement

- Identify and pursue high-value opportunities across corporate, institutional, and government clients.
- Establish and maintain strong relationships with key HVAC contractors, consultants, and corporate clients.

- Build and nurture long-term client relationships, ensuring maximum satisfaction and repeat business.
- Oversee the negotiation and closure of key contracts and proposals.

Operational Excellence & CRM Management

- Leverage advanced CRM capabilities for lead tracking, pipeline management, and customer insights.
 - Analyze sales data to identify trends, opportunities, and areas for improvement.
 - Collaborate with technical, operations, and finance teams for seamless project delivery.
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Minimum Qualifications & Experience

- **Bachelor's degree** in Mechanical Engineering, Business Administration, Sales, or Marketing.
 - **Minimum 10-15 years** of progressive sales experience, including at least **10 years in a senior leadership role** within the HVAC or related engineering services industry.
 - Demonstrated expertise in dealing with **HVAC contractors and consultants**.
 - Proven ability to achieve and exceed sales targets consistently.
 - **Strong CRM system expertise** (Zoho, Salesforce, or equivalent) with a track record of using CRM for data-driven strategy execution.
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Key Competencies

- Strategic vision with operational execution ability
- Strong business acumen and market insight

- High-level communication and networking skills
 - Decision-making under pressure
 - Analytical and data-driven approach
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KPIs for Success

- Achievement of quarterly and annual sales targets
 - Growth in company revenue and market share
 - Client acquisition, retention, and satisfaction rates
 - Sales team productivity and engagement levels
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