

Regional Sales Manager

“Unleash your sales powers, join our winning team”

About ARKANCE

ARKANCE is a fully owned subsidiary of the French B2B Services Group Monnoyeur. Founded in 1906 the Monnoyeur group operates in the construction, industry, and agriculture sectors.

With over 1300 employees spread throughout 50 locations worldwide, ARKANCE is a recognized leader in digital transformation across the construction, manufacturing, and infrastructure sectors. At ARKANCE, we are dedicated to helping the construction and manufacturing sectors realize their digital potential.

In India - ARKANCE IN (Formerly known as Capricot Technologies) is a team of Architects, Engineers and Construction Professionals helping our clients with digital transformation. We have Pan-India (New Delhi, Bangalore, Mumbai, Hyderabad) team of 250+ tech-savvy, inspired and dedicated professionals to help the industry in bridging the gap between technology and its practices.

For more details visit our website: <https://arkance.world/in-en>

Why Join Us?

- **Lead a pioneering team** in a dynamic and innovative environment.
- Competitive **salary and benefits** package.
- Opportunities for **professional growth and development**.
- **Collaborative and supportive work culture**.

Position: Regional Sales Manager

Mode: Full Time

Position Type: Senior Associate Level | Sales Role

Location: Delhi, Mumbai and Bangalore

No. of Positions: 3

Position Overview:

At **Arkance IN**, we are at the forefront of innovation in software solutions, proudly representing industry giants like Autodesk, Bentley, and Adobe, alongside our own proprietary intellectual property. We are passionate about empowering our clients to achieve their goals with cutting-edge tools and exceptional support. Regional Sales Manager who brings exponential experience to drive our regional strategy and growth. If you're ready to inspire a team and make a significant impact, we want to hear from you!

Brief synopsis of your role and responsibility:

Strategic Vision: Craft and implement a forward-thinking sales strategy that elevates our presence and achieve ambitious revenue targets across Autodesk, Bentley, Adobe, and our proprietary solutions.

Team Leadership: Lead, motivate, and develop a high-performing sales team, cultivating a collaborative environment where every team member can excel and contribute to our collective success.

Business Development: Identify and pursue new business opportunities, building strong relationships with key clients and stakeholders to expand our market reach.

Market Insights: Conduct in-depth market analysis to stay ahead of industry trends and customer needs, ensuring our offerings remain competitive and relevant.

Client Engagement: Deliver compelling presentations and proposals, showcasing the unique value of our solutions and turning prospects into long-term partners.

Performance Monitoring: Analyse sales performance metrics, providing insightful reports and recommendations to senior management to drive strategic decisions.

Networking: Represent Arkance at industry events and conferences, enhancing our brand visibility and forging valuable connections.

Qualifications required:

- Bachelor's degree in Engineering/Business/Marketing, or a related field; an MBA is a plus.
- 20-25 years of experience in software sales, with deep knowledge of Autodesk, Bentley, Adobe, and proprietary IP.
- A demonstrated history of exceeding sales targets and driving business growth.
- Exceptional leadership qualities, with the ability to inspire and nurture talent.
- Strong analytical mindset paired with strategic thinking.
- Excellent communication and interpersonal skills, capable of engaging diverse audiences.
- Adaptability and resilience in a fast-paced, ever-changing environment.

Remuneration & Benefits

- Package: 30-40 Lacs inclusive of variable
- Additional Benefits:
 - Medical Insurances (Self / Family), PF, Gratuity, Term Insurance
 - Reimbursements: SIM, Local Conveyance, Travel