

Position / Designation	Business Development – Senior Manager
Organization Name	Work Better Training & Development
Company Profile	We are an Executive Training & Team Building firm specializing in the field Of Behavior and Soft Skills Training. Within 7 years of our existence, we have created a reputation in the training industry for making People Development a highly effective and a fun process. With the support of some of the biggest names in Corporate India as our clients, we continue to grow at an extremely rapid pace.
Location	Borivali-East, Mumbai
Roles & Responsibilities / Profile Details	<ul style="list-style-type: none"> • Target new Clients with Large Scale Business Potential • Work with existing key accounts to increase revenue by leveraging value across all platforms and networks (<i>Seeking incremental opportunities within existing accounts.</i>) • Collaborating with the clients' L&D / HR teams to understand training requirement in order to implement training projects successfully. • Strengthen existing client relationships and develop new ones with excellent service thereby building long-lasting relationships. • Effectively leading a sales team at Work Better. • Achieving self and team's revenue targets.
Skills	<ul style="list-style-type: none"> • Proven track record in achieving and exceeding sales targets. • Direct and relevant experience in selling corporate training programs • Strong relationships with key customers and Pan India Clients • Excellent Communication Skills, both verbal and written. • Excellent Presentation Skills. • Strong leadership skills, able to inspire team members and draw solid performance from them. • Excellent project management skills – should be able to drive different projects, simultaneously. • Manage Pressure • Organized and Methodical
Experience	10 - 12 years of relevant work experience in Sales/Training Solution Consulting preferably in the L&D Industry.
Qualifications	PGDBA or MBA with strong academic background.
Working Days	5 days (<i>Monday to Friday</i>)
Working Timings	9:30 A.M to 6:30 P.M
Remuneration	Based on your Current CTC / Competitive as per industry standards