

POSITION

BUSINESS DEVELOPMENT
MANAGER (ACQUISITION)-
CORPORATE SALES

ORGANIZATION

WORK BETTER TRAINING &
DEVELOPMENT

LOCATION

BORIVALI EAST

WORKING DAYS

5 DAYS (MONDAY-FRIDAY)
SATURDAY – WFH

WORK TIMINGS

9:30 AM- 6:30 PM

COMPANY PROFILE

We are an Executive Education & Training company that specializes in Soft Skills & Behavioral Training. We design and deliver customized training programs PAN India & are pioneers in creating the finest blend of industry best pre & post program initiatives. With the support of some of the biggest names in Corporate India as our clients, we have enjoyed a growth rate of over 30% since our inception in the year 2008.

We are a melting pot of people from diverse professional backgrounds with the common

ROLES & RESPONSIBILITIES

- Mainly responsible for New Client Acquisition, Key Account Management and Servicing.
- Have clarity on the sales plan to follow basis team and organisational targets and goals.
- Map and create a database of target customers, basis understanding of product (service) – market fit.
- Establish new business connects through leads generated by self and by Inside Sales team.
- Identify and meet potential clients and decision makers within client organizations – and subsequently growing, maintaining, and leveraging one's network.
- Understanding customer needs and requirements. Ability to effectively handle customer objections by having any innate understanding of the company's product offerings.
- Persistent follow – ups with the business accounts until closure of sales cycle and taking ownership of the sales being closed.
- Establish and maintain robust relationships with clients, and having a know-how of every business opportunity in a client organisation.
- Mastering the art of upselling, cross-selling and referral generation in the course of business.
- Meet monthly, quarterly and yearly sales targets in accordance with strategic sales plan, developed by the Sales Head.
- Networking in the industry and keeping track of current trends, market position and business environment.
- Contribute to the overall achievement of the team's revenue and non–revenue targets.

love for the Learning & Development space and the outlook to drive real change in the way professionals work. Our work culture is highly infectious, where hard work & fun, dedication & passion go hand-in-hand. Our enthusiasm in our everyday work is what makes us an amazing place to work at. If you want to be a part of an exciting journey and play an important role in building a great company, this is the place for you.

EXPERIENCE

2 – 5 years of relevant experience in a similar role with a proven sales record preferably in a Corporate or Institutional training firm.

REMUNERATION

Based on your Current CTC / Competitive as per industry standards

ADDITIONAL INCENTIVES

Learning opportunity, with a free hand to deliver, innovate and work with industry experts and high profile clients.

SKILLS

- An impeccable command over written and spoken English.
- A key component- an exceptional ability to cultivate and build relationships with key customers and pan India clients with strong follow up is required.
- A proven track record and enthusiasm in meeting and exceeding sales targets with a serious passion for Sales.
- Excellent presentation, persuasion, audience handling and sales closing skills are a must.
- Have the ability to handle objection and problems presented by clients and convert them into solutions.
- Strong research skills to prospect and build on industry expertise to expand company acquisition and clients.
- Outstanding organizational skills and the ability to multitask, identify issues and prioritize to deadlines and client needs.
- Be organized and methodical and must possess the ability to manage high stake projects under pressure simultaneously.
- The desire to learn and constantly engage in self-development is a must.
- Ability to work in a high pressure environment and deliver results.
- Be a passionate leader to drive sales and revenue in the organization and be a key stakeholder to meet company targets.
- Must possess computer literacy and knowledge of MS Office (Word, Excel & Outlook) & knowledge of Sales CRM.

QUALIFICATIONS

PGDBA or MBA with a strong academic background.