

Sales Fresh Client Acquisition

Experience : 3-5 Years

Location : Gurugram/ Bengaluru/ Mumbai

Brief Job Description :

This is a highly motivated and aggressive team responsible for developing new business opportunities and responsible for nurturing and growing relationships with clients.

Their product and industry savvy profile helps them build a pipeline of clients leading to new acquisitions and their excellent relationship building skills leads to growth in existing business.

They collaborate with internal stakeholders' right from customer experience to customer fulfillment to maximize long term success of newly acquired customers.

Top notch client service all the time keeps them going, and winning a new business gets their adrenaline pumping.

Key responsibilities:

- Generating new business opportunities through our various communication platforms(marketing cross channel communication platform and AI driven products)
- Develop sales pitch strategies that optimize the market potential
- Understanding customers' diverse, specific business needs and applying product knowledge to meet those needs with the company's products
- Leverage expertise in technology solutions, products, industry to create compelling value propositions that addresses client requirement
- Engage with technology decision makers and influencers within client organizations to drive alignment and consensus on sales solutions
- Emphasize value propositions through product demonstrations and proof of concepts
- Manage Sales pipeline, ensuring the pipeline is robust and will meet the targets including accurate and timely reporting of the pipeline and prospects in the pipeline

Minimum Qualifications:

- Sales experience in solution selling and experience working with SAAS products
- Excellent relationship building skills
- Excellent communications skills

Preferred Qualifications:

- Excellent networking (clients & prospects) in respective locations
- Expertise in technology solutions, products, industry
- Proactive, responsible and proven ability to work well with a team
- Ability to build influential relationships
- Proven ability to manage multiple tasks at a time