

Associate Director – Business Development

Role

- **Lead Generation and Qualification:** Identify, generate, and qualify leads for Data and AI solutions through strategic research, targeted outreach, and industry networking.
- **Sales Cycle Management:** Manage the complete sales cycle for Data and AI solutions, from prospecting to successful deal closure, ensuring a consultative, solutions-oriented approach.
- **Strategic Relationship Building:** Cultivate and maintain strong, lasting relationships with clients and key stakeholders, establishing Lagozon as a trusted Data and AI partner.
- **Client-Centric Approach:** Act as a liaison between clients and senior management, ensuring the alignment of Lagozon's Data and AI offerings with client objectives and ensuring satisfaction.
- **Sales Target Achievement:** Consistently meet and exceed quarterly and annual sales and revenue targets specifically for Data and AI services through strategic planning and execution.
- **Customer Service Excellence:** Manage client expectations throughout project phases, delivering top-tier service and fostering ongoing engagement.
- **CRM Management:** Maintain accurate, up-to-date records of sales activities, pipeline stages, and client interactions in CRM systems, with a focus on Data and AI accounts.

Skills

- **Data and AI Expertise:** Strong understanding of Data and AI solutions, with the ability to articulate the technical and business value to clients.
- **Consultative Sales Skills:** Skilled in consultative selling, capable of identifying client pain points and positioning Data and AI services to solve them.
- **Communication Excellence:** Strong verbal and written communication skills, with the ability to engage effectively with C-level executives and decision-makers.
- **Goal-Oriented Mindset:** Proven track record of meeting or exceeding sales targets, driven to achieve ambitious goals.
- **Self-Motivated and Independent:** Demonstrates autonomy in achieving sales targets while effectively collaborating with internal teams.
- Open to relocate to anywhere in India / outside India.

Qualifications

- **Education:** MBA/PGDM in Sales, Marketing, or a related field (preferred).
- **Experience:** Around 8-10 years in B2B enterprise sales, particularly in advocating for Data, Analytics, Data Engineering and AI solutions or related IT services.

Contacts

Email : hr@lagozon.com

Mobile : +91 98105 15823

Hiring organization

Lagozon Technologies Pvt. Ltd

Industry

IT industry

Job Location

FB/B-1 Extension, Mohan
Cooperative Industrial Estate, Main
Mathura Road, Badarpur, 110044,
Badarpur, New Delhi, India

Working Hours

9:00 a.m to 6:00 p.m

Date posted

November 11, 2024

