Lagozon

https://www.lagozon.com/job/associate-director-business-development/

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 Al partner.
- Client-Centric Approach: Act as a liaison between clients and senior management, ensuring the alignment of Lagozon's Data and Al 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