

Lagozon

<https://www.lagozon.com/job/manager-business-development/>

Manager – Business Development

Company Overview:

Lagozon is a premier technology service provider, renowned for its integrated suite of consulting and service offerings in Data and AI solutions. We leverage advanced analytics, machine learning, and robust data architectures to drive state-of-the-art digital transformation across industries such as Retail, Healthcare, Manufacturing, Logistics & Distribution, Telecom & Media, and BFSI.

We are seeking a forward-thinking Business Development Manager to join our dynamic team and spearhead new growth opportunities, further cementing our leadership in the technology space.

Key Responsibilities:

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.

Qualifications

Education: MBA/PGDM in Sales, Marketing, or a related field (preferred).

Experience: Minimum 5 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

Job Location

Mumbai/Delhi NCR, India

Working Hours

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

Date posted

January 5, 2026