

Lagozon

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

Senior Manager – Business Development

Responsibilities

- Manage the activities for our IT Services (Business Analytics/ERP Solutions) sales to ensure the company's annual sales/revenue targets for the region and the business vertical are met
- Lead customer acquisition by generating leads through demand generation teams, providing online / in-person demonstrations to those leads and organizing POCs
- Bring existing relationships and network to the table for lead generation
- Write commercial proposals and lead commercial negotiation with clients Help in authoring sales and marketing collateral, including websites, promotional material, concept and case study videos, etc.

Qualifications

- Master's degree in Marketing, Sales or business management
- Engineering qualification

Experience

- 4-6 years of B2B enterprise sales experience in selling services related to Data Analytics, Business Intelligence tools like Qlik Sense, PowerBI, Tableau
- Successful record of accomplishment of target attainment both as an individual contributor and as Sales Manager.

Abilities and Traits

- Go-getter, with a never-say-die attitude
- Ability to work on stretch goals and highly demanding targets
- Self-starter with the ability to work with limited input
- Excellent verbal and written communication skills
- Excellent planning, organizational, and prioritization skills
- Good business acumen and excellent consultative sales skills
- Ability to build deep and lasting relationships with people

Contacts

Email : hr@lagozon.com

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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 a.m to 6 p.m

Date posted

April 1, 2023