

Position: B2B Sales professionals

About Us: Business Octane is the World's only ultra-super specialist in the domain of Ultra-Immersive Video Collaboration and Collaborative learning, with one of its kind paths breaking solutions, originating from in-house research & development over last many years for which multiple patents have been filed and granted. These solutions have been developed, after years of extensive research and development, with unprecedented media-rich capabilities and functionalities to "revolutionize and re-define the collaboration and learning across enterprises.

Position Objective: To meet and exceed the organization's sales targets with excellent relationship management, proposal development on time, and debtors' collection.

Responsibilities:

- Augment market growth through identification of new accounts in corporate segments. The key activities include strategy articulation & planning, relationship building, and enhancing sales by closing deals. Meet the objectives of key accounts within the company's business strategy allocated to you.
- Ability to develop and manage high-level relationships (CXOs, IT heads, training heads, HR heads). Confidence and verve to engage CEOs, CIOs, and heads of departments in a business conversation.
- Ability to map the decision-making process at various levels. Strong Sales and Sales Management Skills (Lead Generation, Funnel Management, Account Management, Pricing and Negotiations)
- Achieving and excelling in various sales process parameters such as number of demonstrations, number of calls, number of new customers, etc.

Key skills required:

- Good articulation & story-telling skills to win customers minds, creating a need for the company's solutions, and becoming the vendor of choice.
- Creative and consultative opportunity development skills or identifying hidden customer needs & agendas.
- Good relationship-building skills so as to become the customers trusted consultant.
- Good prospecting skills to create new prospects in defined segments.
- Good presentation and proposal development skills.
- Is creative enough for either finding a way or making one to solve the problems.

