

Job Description



JD No: BOSPL/ Marketing/Sales/1.1	Location: Gurgaon
Practice/Department: Sales & Business Development	Designation: Manager /Sr. Manager – Sales

About Business Octane: Business Octane is India’s only and one of the few in the world super specialist in the domain of Immersive Video Collaboration and Immersive Video Collaborative Learning with one of its kind solutions originating from our in house research and development.

Our key business philosophy PDTC (Passionate Difference To Customers) is the guiding force behind all our offerings to make not a small difference but a big huge positive difference to our customer’s businesses , providing them highest value for their money.

URL: <http://www.businessoctane.com>

Responsibilities:

Candidate will be required to generate revenue through existing and new business in a designated territory and / or targeted industries through personal effort.

Roles & Responsibilities:

- Creation of need on a highly proactive basis for the various company solutions with new prospects and existing customers allocated to you.
- Ability to map accounts – decision making process at various levels.
- Build successful and scalable relationships with C-Level audience in prospect organizations.
- Meet the objectives of key accounts within the company’s business strategy allocated to you.
- Use multiple prospecting methods to generate leads, set up sales meetings and pitch appropriate solution-offerings to prospects. Anchor proposal preparation activity work towards identifying appropriate solution for the prospects.
- Achieving your individual sales revenue target.
- Achieving and excelling in various sales process parameters such as number of demonstrations, number of calls, number of new customers etc.
- High customer satisfaction.
- On time collections.

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Key skills required:

- Customer Handling skills-maintain direct relationship with key persons.
- Consultative sales skills.
- Key account management skills.
- Strong Sales and Sales Management Skills (Lead Generation, Funnel Management, Account Management, Pricing and Negotiations).
- Excellent written as well as oral communication skills as well as presentation skills.
- Good letter writing skills.

Behavioral Attributes Required:

- Self-motivated with an inner desire to excel.
- Assuming responsibility & Creative problem solving.
- Willingness for a very high degree of continuous learning. You should rate yourself as a fast learner.
- A habit of delaying gratification.

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