



## SALES ASSOCIATE – ANALYTICS & AI

### Overview

- MBA/PGDM Sales and Marketing/Equivalent.
- 0-2 years' experience in Sales (B2B)
- Freshers are also welcome, with excellent communication skills and strong passion for sales. (Should have maintained 60% or equivalent during entire academics.)
-  Edappally, Cochin
- Employment type: Full time.

### About TurnB:

TurnB is a leading provider of business analytics, consulting, and AI solutions, helping businesses unlock actionable insights and drive data-led transformation. We combine cutting-edge technology with strategic expertise to deliver business impact for our clients. With deep experience in AI-driven data analytics and advanced business intelligence, we help organizations solve complex business challenges and accelerate growth.

### About The Job:

As a Sales Associate at TurnB, you won't just be selling solutions –you'll be opening doors for transformative AI and analytics projects that help global brands make smarter, faster, and more human decisions. This role is ideal for a driven, customer-focused professional who is eager to build a strong foundation in B2B sales within the analytics, AI, and digital transformation space. You will work closely with senior sales and marketing teams to manage leads, support the sales cycle, and contribute to achieving aggressive growth targets. This role offers hands-on exposure to enterprise sales, client engagement, and structured sales processes making it an excellent opportunity for professionals looking to grow into larger sales and leadership roles within the organization.

### What you'll do:

- Build and manage a healthy pipeline of qualified opportunities across targeted industries and geographies.
- Research and identify potential clients, understanding their business challenges and mapping them to TurnB's AI, analytics, and Consulting solutions.
- Engage prospects through personalized outreach –email, LinkedIn, calls, and events –to spark meaningful conversations.

- Collaborate closely with marketing team to run targeted campaigns and with leaders of departments to craft compelling proposals.
- Maintain accurate records and continuously refine outreach strategies based on data. Stay ahead of industry trends, competitor offerings, and emerging technologies to position TurnB as a thought leader.

## What you'll bring:

- 0-2 years of experience in B2B inside sales, preferably in technology, SaaS, analytics, or consulting.
- Demonstrated success in meeting or exceeding pipeline generation and revenue contribution targets. (Freshers who possess exceptional communication skills, enthusiasm for sales are also welcome)
- Strong desire to learn with the ability to understand complex solutions and articulate value to senior decision-makers.
- Excellent communication skills- both written and verbal -with a knack for storytelling.
- A self- starter mindset, resilience in the face of challenges, and a passion for building relationships.

## What you'll get:

- Opportunity to work at the intersection of AI & Analytics- on projects that shape the future of global enterprises.
- A culture that celebrates learning and creativity.
- Competitive salary, performance-based incentives, and comprehensive health benefits. Opportunities to work with some of the brightest minds in AI and analytics.
- Interested candidates please apply to [careers@turnb.com](mailto:careers@turnb.com) with subject line: Application for the role of [Sales Associate – Analytics & AI](#)