

TurnB

MBA/PGDM Sales and Marketing. 0-3 years experience in Sales and Marketing

About The Job:

As a Sales Manager, you will play a central role in driving business growth and success. Your responsibility is to generate new profitable business opportunities, aligning with strategic objectives and contributing to overall organizational growth. Heading a new department in the organization, you would be needing to devise the sales process, lead generation and to coach and motivate the team to exceed our targets. Reporting directly to the VP, you will work closely with leadership team to ensure we hit our aggressive sales and marketing goals.

Key Responsibilities:

- Manage the generation of high-quality new business leads
- Develop and maintain a robust sales pipeline for new business customers
- Successfully convert new business leads into opportunities
- Design, propose, and negotiate profitable contracts, creating value for both parties
- Define and execute the marketing and communication activities according to our marketing plan
- Coordinate all marketing activities to generate leads
- Inform clients and prospects of products and services through creative marketing strategies
- Track performance of all marketing campaigns
- Conceive and develop efficient and intuitive marketing strategies.
- Conduct market research and analysis to evaluate trends, and competition ventures.

Skills Required:

- Dynamic builder of relationships with customers, with track record of identifying new areas of opportunity and negotiating complex business deals for mutual benefit
- Extensive Sales experience in multiple market sales
- Experience working with senior leadership and creating executive-level briefings
- Excellent presentation skills, management skills and leadership skills.
- Excellent communication and people skills.
- Strong organizational and time-management abilities.
- Creativity and commercial awareness.
- Familiarity with social media and web analytics.
- In-depth knowledge of marketing activities and practices and procedures.
- In-depth knowledge of and/or experience in business and marketing strategies.

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