

Position – Sales -Business Development Manager

Experience – 5+ Years

Compensation – Best in Industry (Open to negotiation)

No. of Positions – 1

Location - Gurugram

We are looking for a high-performing, dynamic, enthusiastic & self-motivated individual, with proven track record in Sales & Business Development, for heading our Sales function, who will be responsible for meeting our accelerated client acquisition and revenue growth objectives.

Sales Head responsibilities include but not limited to, developing key growth sales strategies, tactics and action plans, successful execution of these strategies to achieve company's annual Top-line targets, incubate-build-foster relationships and networks in decision making corridor across industries & domains in Pvt. as well as Govt. enterprises & beyond.

Key Performance Indicators of Sales & Business Development Head:

- Owning responsibilities and hitting/exceeding annual sales targets of the company, faster than the overall market growth rate.
- Developing and executing strategic plan to achieve sales targets and guide the Sales team to tactically implement the plan for measurable outputs in a time bound manner.
- Building and maintaining strong, long-lasting client base esp. in the key decision-making units across corporate & government bodies in multiple domains.

Responsibilities:

- Develop a strategic plan to advance the company's mission and objectives and to promote revenue, profitability, and growth as an organization.
- Creating customized go-to market strategy for products & services in different markets & geographies.
- Team building, coaching & motivating.
- Developing and executing strategic plan to achieve sales targets and guide the Sales team to tactically implement the plan for measurable outputs in a timebound manner.
- Define sales strategies and reach targets. Monitor metrics like at each stage of Sales Funnel, Opportunity creation, Deal conversion rate, revenue collection etc.
- Periodic revenue stream planning, resourcing, establishing, and monitoring KPIs to reach/overshoot the planned growth.
- Build and lead an effective team of sales managers/executives to drive monthly business targets and business expansion.
- Development of strategies for client retention & recurring growth potential.
- Build long-lasting networks & constantly engage with clients to explore new business opportunities & drive business growth.

Requirements:

- 5+ years of experience holding P&L responsibilities at executive level, having proven track record in accelerating the top-line performance of the enterprise.



- Significant experience of sales & good network in at least two or more of the following domains – Banking/Financial, Insurance, Hospitality, Airlines, Gig economy & Biometric product/services.
- Deep knowledge and nuanced understanding of IT product sales, client expectations, trend in SaaS market & techno-commercial aspects of business.
- Collaborative personality with the ability to build quick relationships both with internal stakeholders & with clients/decision makers to drive results.
- Excellent leadership, decision making, logical/analytical and communications skills.
- Strong management capabilities, with experience of leading at least 10-member strong team.
- MBA is preferred.

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About Company

www.biocube.ai

Biocube is India's one of the most innovative & promising Artificial Intelligence enabled Biometric Software Platform, Products & Solutions designing organization. We bring a new paradigm in User Identity verification, with redefined Security and User Control. Our vision is to Empower & Enable every Individual to experience the power of AI & Biometrics on their own smartphones & to bring Convenience, Seamless Experience & comprehensive Security in their daily life through biometric authentication based One Tap Digital Transactions.

Biocube has presence across the globe, with its development centre in Gurgaon, Haryana, India.

We have successfully developed our proprietary Computer Vision, AI & multi model Biometric technology platform for which Biocube has filed patent in USA, which is currently in progress.

Biocube provides one of the industry's unique solutions that has potential to change the dynamics of Biometric Identity verification market. Our continuous search for opportunities in newer markets & industries, help Biocube to keep ahead of the Technology Innovation curve.

Growth potential

Prospective candidate will get opportunity to learn and grow his career in the field of latest technologies. In our growing organization there are ample opportunities to get know-how in multiple domain & functionalities like Banking, Hospitality, Education etc and new-age technologies like Biometrics, Blockchain, Machine Learning, Data Analytics etc. Candidate will get opportunities to grow with the organization in terms of technical expertise as well as personal development. Biocube believes in a great work life balance.