



Position – Sales - Head

Experience – 10+ Years

Compensation – Open in best industry

No. of Positions – 1

Location - Gurugram

We are looking for a high-performing Sales Head. The successful candidate will meet our client acquisition and revenue growth objectives.

Sales Head responsibilities include developing key growth sales strategies, tactics and action plans. Successful execution of these strategies is required to achieve your financial targets. Sales Head duties will include hitting annual targets, building relationships and understanding customer trends.

JD of Operations Head:

- Owning and hitting/exceeding annual sales targets within assigned territory and accounts
- Developing and executing strategic plan to achieve sales targets and expand our client base
- Building and maintaining strong, long-lasting client relationships

Responsibilities:

- Develop a strategic plan to advance the company's mission and objectives and to promote revenue, profitability, and growth as an organization.
- Creating a go-to market strategy for the IT products.
- Define sales strategies and reach targets. Monitor metrics like clients conversion rate, revenue collection etc.
- Strategic and annual business planning, resourcing, budget preparation, establishing and monitoring KPIs focused on increasing the detailing and modelling capability
- Build and lead an effective team of business managers to drive monthly business targets and new business expansion
- Development of new strategies for better clients experience thereby increasing the renewal rates.
- Ensuring the maximum sales by providing efficient sales operations for achieving allocated target.
- Constantly engage with clients and drive business growth
- Explore New Business Models to drive growth

Requirements:

- 10+ years of experience holding P&L responsibilities at executive level.
- Deep knowledge and understanding of IT product sales
- Collaborative personality with the ability to build relationships both within the team and across the organization to drive results.
- Excellent leadership, decision making and communications skills
- Strong clients orientation and ability to establish and maintain effective work relationships at all levels
- MBA/BBA in Business or another relevant field

Biocube Matrics Pvt. Ltd.

CIN: U31908MH2015PTC270789

Registered Office: Unit No. 28C, Nand Deep Industrial Estate, 2nd Floor | Kondivita Lane, J.B. Nagar | Andheri (E), Mumbai. 400059 Maharashtra | India

Corporate Office: 1401, Vatika Professional Point, Golf Course Ext. Rd, Badshahpur, Sec 66, Gurugram, Haryana – 122002

www.biocube.ai | info@biocube.ai



e-mail: career@biocube.ai and hr@biocube.ai / **contact Number:** 0124-4420107

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.

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