

Job Opportunity: Enterprise Sales Manager at Biocube Matrics Pvt Ltd.

About Us:

Biocube is at the forefront of cutting-edge technology, offering patented AI-powered contactless biometric identity solutions. Our mission is to redefine how individuals are identified and served, utilizing the latest advancements in computer vision, biometrics, and cybersecurity. We strive to provide secure and seamless identity verification across diverse industries, revolutionizing the landscape of service delivery.

Role Overview:

We are seeking an Enterprise Sales Manager who is passionate about sales, possesses a consultative approach, and demonstrates technical capabilities. The ideal candidate aligns with Biocube's values and excels at understanding prospect requirements, identifying pain points, and offering tailored solutions. If you have a data-driven mindset, understand the enterprise buying process, and have a proven track record of driving revenue growth, we encourage you to apply.

Location: Gurugram/Gurgaon (NCR), preferably candidates located in Gurgaon.

Educational Background, Experience & Skills:

- Graduate Engineers/Diploma/Graduates from reputed colleges. A degree in Management-Marketing is preferred but not mandatory.
- **Proven experience in business development, enterprise sales, or related roles within the tech or biometric identity industry/SaaS companies.**
- In-depth understanding of the biometric sector, including market trends, regulatory landscape, and competitive dynamics in the market.
- **5-8 years of experience in relevant fields.**
- Strong track record of successfully driving revenue growth and building strategic partnerships.
- Excellent negotiation, communication, and presentation skills.
- Leadership experience with a focus on team development and collaboration.
- Results-oriented mindset with a focus on achieving and exceeding targets.
- Excellent strategic thinking, problem-solving, and decision-making skills.

Key Responsibilities:

- Lead the sales function including lead generation, client meetings, presentations, preparing proposals, and client negotiations.
- Maintain CRM and adeptly manage CRM tools, ensuring accurate and updated client records.
- Ability to build and manage teams across PAN India.

Biocube Matrics Pvt. Ltd.

CIN: U31908MH2015PTC270789

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- Build, maintain, and grow relationships with customers in the private and government sectors.
- Work closely with the founders on various strategic initiatives.
- Act as the "Voice of Customer" for the company, contributing to the identification and improvement of solutions and offerings.
- Collaborate closely with product/engineering and operations functions for seamless deployment.
- Demonstrate an appetite and proven record to grow businesses exponentially.

Additional Details:

1. Female candidates are preferred.
2. Working days: 5 days working from the office.
3. The selection process includes three rounds:
 1. General discussion
 2. Experience demonstration with a real assignment
 3. HR round.

At Biocube, we offer a dynamic and innovative work environment where your skills and expertise will be valued. If you are ready to make a significant impact in the biometric identity industry and drive transformative growth, we invite you to join our team.

To Apply: Please submit your application along with your updated resume to hr@biocube.ai mentioning "Enterprise Sales Manager Application - [Your Name]" in the subject line.