

Senior Manager/ Manager – Cluster Sales

📍 Mumbai / NCR / Pune / Ahmedabad 🗒 Full time 🕒 8-10 yrs

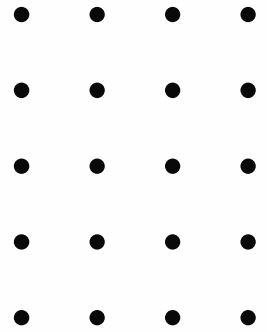
We are looking for a high-performing Senior Sales Manager to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. The successful candidate will meet our customer acquisition and revenue growth objectives.

The role requires driving the team to manage their sales efforts and objectives as well as ensure revenue achievement through acquisitions in the allocated region. By achieving targets, the person plays a crucial role in Betterplace's mission to be a leading workforce management platform.



who we are

Betterplace is a technology platform designed to hire, manage, and engage the blue-collar workforce with ease with our all-in-one lifecycle platform. Designed for large enterprises, the platform enables you to manage end to end



lifecycle of your blue-collar employees. Device - agnostic. Customizable. Scalable. Uniquely digital.

what we're looking for

- 08-10 years of corporate sales experience
- Working for a high growth start-up / company
- Experience in managing a team
- Preferred industry experience: HRTech, HR solutions, Staffing services
- Experience in handling mid-senior level client stakeholders
- Experience in selling solutions/ services/ SaaS

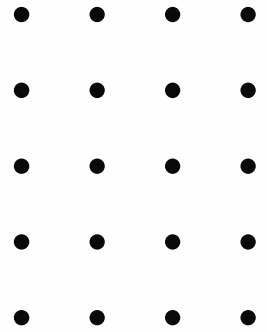
what you'll do

Strategy:

- Assist to build a coverage plan for the assigned territory through local know-how that maximizes business potential
- Devise go-to market strategies keeping in mind local competition, their offerings, and our target market
- Leverage and drive conversion of partnership and ecosystem leads provided by internal teams

Team Management:

- Drive the team towards effective prospecting and demonstrations to have a concrete pipeline volume
- Assist in pipeline conversion by championing acquisition of key clients
- Conduct regular reviews to shape and refine daily activities with interventions
- Ensure complete onboarding of new joiners
- Mentor sales teams to achieve and exceed targets
- Provide inputs on training needs for the allocated team on a regular basis



Revenue and margin achievement

- Acquisition of new business through prospecting, effective product demonstrations and commercial negotiations to achieve revenue targets
- Build a balanced revenue pipeline for specific verticals/ products
- Ensure achievement of gross margin targets

Sales process management

- Drive adoption of sales process, policies, and company guidelines within the team
- Improve pipeline volumes and its visibility to build an effective forecasting mechanism
- Generate insights through analysing relevant competitor's data, their offerings and local strategies

what you'll get

- Health Benefits
- Innovation-driven culture
- Smart and fun team to work with
- Friends for life 😊