

# Senior Manager/ Manager – Enterprise Sales

📍 Mumbai / NCR   ■ Full time   ⌚ 5-10 yrs

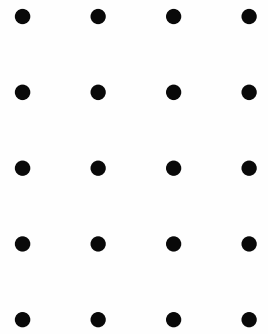
We are looking for a high-performing Senior Sales Manager to help us meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. The successful candidate will meet our customer acquisition and revenue growth objectives.

The role requires building relationship across key identified prospects, managing the sales cycle and achievement of revenue and margin targets. 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**

- 05-10 years of corporate sales experience
- Working for a high growth start-up / company
- Preferred industry experience: HRTech, HR solutions, Staffing services
- Experience in handling senior level client stakeholders
- Experience in selling solutions/ services/ SaaS

## **what you'll do**

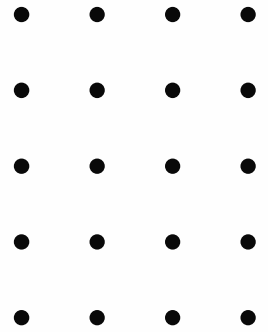
### **Revenue and margin achievement**

- Ensure execution of local sales strategy to achieve business growth
- Acquisition of new business through prospecting, effective product demonstrations and commercial negotiations to achieve revenue targets
- Work towards achieving target through each stage of sales cycle, from lead generation to closure (including first collection)
- Ensure achievement of gross margin targets

### **Strategy and Stakeholder Management:**

- Assist in building a go-to market approach for the identified clients by working with internal team members
- Identify opportunities for scaling revenues from key clients in short/mid-term through vertical/ location expansion
- Build effective communication channels with client stakeholders to build a long-term relationship

### **Sales process management**



- Adhere to sales process, policies and guidelines provided by the company
- Ensure complete coverage of the customer segment/s through methodical and targeted approaches
- Ensure adequate pipeline volumes and visibility
- Update pipeline information in the sales force tracking system and provide reports to managers and other internal teams as required
- 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 😊