

InnovAccer

Recruitment Drive – 2015 Passout Batch

Compensation - 4 LPA but no upper limit for the right candidate!

Joining Expected - As soon as possible

Date - 24th and 25th August 2015

Venue - A-61/B4, Spring Meadows Business Park,
2nd Floor, Noida Sector 63

Job Details

Position Title - Sales Ambassador

Location - Noida

Eligibility - B.Tech graduates willing to work as
Sales Ambassador - Technology/Analytics Sales
B.Tech+ MBA or MBA with impeccable communication skill

Travel required - On a case to case basis

The Role:-

The Sales Ambassador position is mainly a position that performs teleprospecting function for our senior management team. It will utilize your professional communication, research and interviewing skills. You will reach out to companies across geographies (Primarily US and Europe) and talk to professionals about their business needs and initiatives. You will identify who is the most appropriate decision maker in the company (usually a head of function) by speaking with multiple company representatives. You will then liaise with the decision maker and set up meetings for the senior management team.

Key responsibilities

* Generating leads for the Data Analytics Practice

- * Organizing leads and thorough follow up on the leads
- * Tracking leads through the entire sales cycle
- * Coordinate with the prospects and the internal team and set up business meetings
- * Conduct secondary research and collate relevant information and capture the information in the prospect formats
- * Facilitate prospective client meetings and presentations
- * Understand client briefs from the Senior Management and develop tools, solution notes, papers, decks for a sales pitch
- * Engage in dialogue to understand client requirements and expectations * Work effectively with the client to facilitate requirements gathering

Soft skills

- * Persistence and diligence to 'go the extra mile'.
- * Articulate in both verbal and written presentation
- * Impeccable command over language /inter personal in face to face as well as written communication
- * Ability to build credibility with the audience
- * Must have natural business acumen in order to qualify an opportunity
- * A self-starter capable of making sense in unstructured situations
- * Organized and meticulous in maintaining leads and follow ups

All the Best!

Dr Ajay Rana

Director- ATPC