

Job Role	Corporate Sales Head
Industry	Advertising & Marketing Company
Job Description	<ol style="list-style-type: none"> 1. This role is purely Revenue Generation via New Client Acquisition and Generating New Opportunities. 2. Company is Open to hiring from Other Industries. 3. The main purpose of this role is to Add New Clients for the Advertising Agency & selling Offline Marketing Solutions. 4. The successful candidate will have 8 years of experience in a business environment, in a Solution/Concept Sales Oriented Industry 5. Must have been exposed to B2B Corporate Sales and Concept Sales with a keen sales and marketing acumen. 6. Should have handled Large Teams as 4-5 Regional Managers will report into this role 7. Managing end-to-end business processes right from pitching, planning, and closing the deal to campaign execution and client servicing - heating up cold leads 8. Work in sync with the Client Servicing Team, and Creative team to deliver the best pitches and campaigns 9. Work on domestic and International hunting and farming of the business 10. To achieve budgeted individual and collective targets of the Regional Sales Team. 11. To build the seeding database from internal and external data sources 12. Mapping industry/verticals to ensure in-depth coverage 13. Generate and maintain a strong sales funnel 14. Prepare customized proposal presentations to provide the strategy and solutions for various Offline Advertisements/Marketing in consultation with the pre-sales teams 15. Conduct and analyze market studies in terms of competition mapping, market intelligence, and market share 16. Keen market insight to pre-empt market needs and develop and implement strategies for new services accordingly 17. Ability to develop strong relationships to build either an industry or functional network 18. Personal and business maturity that leads to confident and rational business decisions 19. Demonstrated initiative and resourcefulness to develop well-planned strategies and achieve goals within tight timelines 20. Ability to manage a demanding workload, balance multiple tasks, and switch gears while maintaining priorities 21. Negotiation skills, resource stewardship, and an ability to handle chaos.
Job Location	Gurgaon
Experience Needed	8 – 15 years
Salary Range	25 – 35 Lacs pa
Submit Resume	dipankar@executiveselectionindia.com