

**Tecknotrove Systems (I) Private Limited**  
**Simulation | Virtual Reality | Augmented Reality | Gamified Learning**

<b>Job Title:</b>	Business Development Manager (BDM)	<b>Department:</b>	Sales
<b>Location:</b>	Andheri - East, Mumbai	<b>Position Type:</b>	Full-time
<b>Experience:</b>	5-7 years in B2B sales		

**About Tecknotrove Systems**

Tecknotrove Systems is a young and dynamic technology company. It is **Asia's leading** training and simulation company focused on developing simulation and virtual reality (VR) solutions for critical applications. It offers simulation and VR solutions for growing Industries like Automobile, Aviation, Defence and Mining. Its clients include some of the leading names in industry like Castrol, Total, Maruti Suzuki, Dubai airport, Indian Army, Rio Tinto to name a few. Its corporate office is based in Andheri, Mumbai, and the manufacturing facility is in Gujarat. The company's expertise lies in creating virtual worlds for critical applications using simulators and AR/VR technologies. Has implemented 800+ projects in over 26 countries. The company was founded 20 years ago with the vision to be a pioneer in the simulation space.

For more details refer to: <https://tecknotrove.com/>

**Position Summary:**

A **solution selling role** for sales and business development to large enterprises in India and International Markets for large projects.

Looking for a high-performing Sales Manager to help meet our customer acquisition and revenue growth targets by keeping our company competitive and innovative. You will be responsible for maximizing our sales team potential, crafting sales plans, and justifying those to plans to the Top management.

**Roles and Responsibilities:**

1. Researching prospective accounts in target markets and networking with potential leads.
2. Researching, planning, and implementing new target market initiatives.
3. Competitor analysis. Should be aware of the competition and conduct SWOT to define strategies.
4. Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence.
5. Pursuing qualified leads and moving them through the sales cycle including RFPs, bid preparation, follow-up, negotiation and closing of sales.
6. Developing quotes and proposals for prospective clients.

7. Identifying & Suggesting product improvements or new products by remaining current on industry trends, market activities, and competitors.
8. Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs.
9. Achieve quarterly and annual sales quota.
10. Present sales, revenue and expenses reports and realistic forecasts to the management team.
11. Work in cross functional teams to present solutions to prospects as per the needs and requirements.

<b>Job Requirements and Qualifications</b>	
<b>Education</b>	MBA/Diploma (Specialization in business or marketing)
<b>Experience</b>	5-7 years in B2B sales
<b>Skills &amp; Competencies</b>	<ol style="list-style-type: none"> <li>1. B2B Sales Experience of min 5 years</li> <li>2. Must have experience of selling solutions, projects, equipment, and services.</li> <li>3. Must have closed large value contract / sales.</li> <li>4. Must have interest and knowledge of doing consultative / concept selling.</li> <li>5. Strong negotiation and consultative sales skills.</li> <li>6. Excellent analytical and problem-solving skills.</li> <li>7. Outstanding organizational and leadership skills.</li> <li>8. Must have passion for technology.</li> <li>9. Focused on getting new customer acquisitions.</li> <li>10. Willing to travel.</li> </ol>