

- ❖ **Position** –VP - BD /Sales Head
- ❖ **Experience** – Up to 12 Years
- ❖ **Compensation** – Best in Industry (Open to negotiation)
- ❖ **No. of Positions** – 1
- ❖ **Location** - Gurugram

Eligibility Requirements:

1. MBA or other Management Qualification / Certifications from a reputed Tier 1 Institute.
2. Up to 12 years of experience in IT Product / service-related business preferably with large clients in Government and International business verticals. Out of which 5 years on a role next to business/sales head.
3. Well versed in proposal writing, RFP response, cost estimations and mentoring BD/sales force.
4. Proven experience of large account creation and handling, P&L responsibilities, having proven track record in accelerating the top-line performance of the enterprise.

Job Description & Responsibilities:

1. A high-performing, dynamic, enthusiastic & self-motivated individual, with proven track record in Sales & Business Development, for heading our Sales function, who will be responsible for meeting our accelerated client acquisition and revenue growth objectives.
2. Sales Head responsibilities include but not limited to, developing key growth sales strategies, tactics and action plans, successful execution of these strategies to achieve company's annual Top-line targets, incubate-build-foster relationships and networks in decision making corridor across industries & domains in International / Domestic corporates as well as Govt. enterprises & beyond.
3. Develop a roadmap to advance the company's mission and objectives and to promote revenue, profitability, and growth as an organization.
4. Customize go-to market strategy for products & services in different markets & geographies.
5. Build, coach, motivate and lead an effective team of sales managers/executives to drive monthly business targets and business expansion.
6. Ensure client retention & recurring growth potential.
7. Build long-lasting networks & constantly engage with clients to explore new business opportunities & drive business growth.

About Company

Biocube Matrics Pvt. Ltd. is 100% subsidiary company of USA parent which is part of the large diversified business group with interests in investment banking (www.euromaxcapital.com), green energy (www.sunwaysglobal.com), homeland security (www.eirenesystems.com), mining, trading etc. globally

Biocube has been emerged as internationally recognised and rapidly growing brand during last 5+ Years with its offices in USA, India and around the globe.

Biocube has successfully developed a proprietary Computer Vision, AI & multi model Biometric technology platform for which it has filed patent in USA.

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