

- ❖ **Position - Manager - BD**
- ❖ **Experience - 5-7 Years**
- ❖ **Compensation - Best in Industry (Open to negotiation)**
- ❖ **No. of Positions - 2**
- ❖ **Location - Gurugram**

Eligibility Requirements:

1. MBA/BBA or equivalent qualification from a reputed university with Significant experience of sales & good network in at least two or more of the following domains – Banking/Financial, Insurance, Hospitality, Airlines, Gig economy & Biometric product/services.
2. 5+ years of experience holding P&L responsibilities at executive level, having proven track record in accelerating the top-line performance of the enterprise.
3. Deep knowledge and nuanced understanding of IT product sales, client expectations, trend in SaaS market & techno-commercial aspects of business.
4. Collaborative personality with the ability to build quick relationships both with internal stakeholders & with clients/decision makers to drive results.

Job Description & Responsibilities:

1. Develop a strategic plan to advance the company's mission and objectives and to promote revenue, profitability, and growth as an organization.
2. Creating customized go-to market strategy for products & services in different markets & geographies.
3. Developing and executing strategic plan to achieve sales targets and guide the Sales team to tactically implement the plan for measurable outputs in a timebound manner.
4. Periodic revenue stream planning, resourcing, establishing, and monitoring KPIs to reach/overshoot the planned growth.
5. Build and lead an effective team of sales managers/executives to drive monthly business targets and business expansion.
6. Development of strategies for client retention & recurring growth potential. Build long-lasting networks & constantly engage with clients to explore new business opportunities & drive business growth.

About Company

Biocube Metrics 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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Biocube Metrics Pvt. Ltd.

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