

## Job Description | Relationship Manager/Sr. Relationship Manager

We are hiring for Relationship Manager for Gonukkad

### **Profile:**

Relationship Manager/ Sr. Relationship Manager

### **Job Description:**

Our sales professionals focus on face to face sales presentations as they provide our clients with an opportunity to get to know Gonukkad and the value addition Gonukkad can bring to their respective businesses. This position allows you to build new clients for the organization, build rapport and trust within yourself as well as at the company level. Our top sales professionals are passionate and driven in order to produce top results, all the while maintaining integrity. Position holders will be individual contributors responsible for driving sales activities within their assigned territory.

### **Roles and Responsibilities:**

The role is for digital profile sales and will involve complete ownership of the region and generating revenue through B2B sales.

✓ Maintaining relationships with the merchants.

✓ Prospecting relevant merchants for the platform, understanding marketing objectives and providing resolutions.

✓ To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.

✓ To set up and deliver sales presentations, product/service demonstrations on a daily basis.

### **Skills Required :**

✓ Positive Attitude, Well Groomed, Pleasant Personality

✓ Should be excellent with verbal and written communication - English + Local language

✓ Good Computer skills

✓ Tech Savvy

✓ Business-to-Business (B2B), Field Coordination, New Client Acquisitions

✓ Should be competitive and confident

✓ Should be focused on delivering the best for their respective companies.

✓ Should have the zeal to achieve their own daily targets

**Location** : Gurgaon

**Qualification**: Must be Graduate

**Desired Experience**: Relevant 1+ year of experience

**Prerequisite**: Candidates with prior experience of handling B2B channel (Preferably)

**Annual Salary Bracket**: INR 264,000 - 364,000

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