

Samvedna Senior Care

Website: www.samvednacare.com

Facebook - <https://www.facebook.com/samvednacare>

Address: Samvedna Senior Care, G-7, Oriental Villas, Sushant Lok-III, Sector-57, Gurgaon

COMPANY PROFILE:

Samvedna is a pioneer in senior care and mental health service provider in India. Established in 2013, we are on a mission to provide the best-in-class care services. We are now looking at our next phase of growth with a digital first, technology enabled solutions for eldercare and mental wellbeing services. We are looking for dynamic, enterprising individuals keen to make an impact in our journey.

Designation – Business Development Manager – Enterprise Sales

Qualifications – MBA / BTech – HealthCare, Consumer Services

Purpose of the Role:

The purpose of the role is to drive overall organization and revenue growth by reaching out to enterprise clients. The role would involve networking, building relationships at executive management level, generate business opportunities and achieve revenue targets from enterprise channel.

Job Description:

This position will report to the Sales Head and will be responsible for growing Samvedna’s revenues and brand recognition. The position will be responsible for driving profitable revenue growth, developing lead-to-closure customer acquisition process, optimizing efficiency through metrics and analysis, and providing market leadership. She/He must provide outstanding leadership and sales acumen to ensure the company achieves its revenue targets and drives the company’s growth objectives.

Responsibilities

Samvedna Senior Care Services, Sushant Lok, Gurgaon, Haryana

career@samvednacare.com

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- Developing and managing relationships within enterprise clients
- Present service offering to enterprise clients and demonstrate value proposition
- Manage sales-cycles to successful closure
- Ensure successful closure of any client escalations
- Forecast sales activity and revenue achievement
- Achieve revenue targets

Requirements

- Proven track record in enterprise sales
- Very good interpersonal and negotiation skills
- Confident and excellent verbal communication
- Ability to adapt communication style according to customer needs
- Healthcare background is preferred

Experience

Minimum – 2-3 years

Salary – As per industry standards

Email your interest to career@samvednacare.com

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