

**Samvedna Senior Care**

**Website:** [www.samvednacare.com](http://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 Senior Care Services is one of the foremost and leading senior care service providers in India. Established in 2013, we are on a mission to provide the best-in-class senior care services for the elderly. Our services have been designed to cater to the physical care, emotional wellbeing and mental health needs of the elderly. Our services and programs help the elderly live an active and independent lifestyle, in the comfort of their homes. We are looking for dynamic, enterprising individuals interested in working in the senior care space while making a social impact in society.

**Designation – Sales Manager – B2C**

**Qualifications –** MBA from Healthcare / Senior Care / Hospitality sector

**Purpose of the Role:**

The purpose of the role is to drive overall organization and revenue growth through reaching out to current and future clients as well as driving retail walk ins and B2C qualified leads into conversion. This would involve generating new business opportunities, unlocking revenue streams, driving alliances that enhance customer experience by adopting new retail strategies. A key part of the job would be to assess and develop sales & marketing skills of the team. He / She will be required to obtain all clients' information to fulfill the service requirements. Candidate should be persevering and be able to close the lead.

Samvedna Senior Care Services, Sushant Lok, Gurgaon, Haryana

[career@samvednacare.com](mailto:career@samvednacare.com)

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### **Job Description:**

The B2C Sales Manager will report to the Sales Director and will be responsible for growing Samvedna's revenues and brand recognition. The B2C Sales Manager 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 direction to ensure the company achieves mid to long term financial targets and drives Samvedna's growth objectives.

### **Responsibilities**

- Build and manage the sales funnel generating leads via cold calling, emailing and other lead generation activities
- Manage incoming queries and building good client relationships
- Ensure all leads are well qualified by identifying the correct decision makers and understanding their requirements.
- Hand over qualified leads to the operations teams with the objective of closing the sale
- Maintain and updating the lead generation database
- Achieve weekly/monthly targets as set out by the business

### **Requirements**

- Prior experience as a Customer Sales Executive or similar is desirable
- Very good interpersonal, research, and record-keeping skills
- Confident and excellent verbal communication
- Ability to adapt communication style according to customer needs
- Healthcare background is preferred

### **Experience**

Minimum – 4 - 5 years

**Salary** – As per industry standards

Email your interest to [career@samvednacare.com](mailto:career@samvednacare.com)

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