

Website: www.samvednacare.com

COMPANY PROFILE:

ABOUT SAMVEDNA

Samvedna is one of India's leading mental health & wellbeing company for older adults since 2013. Our mental health programs offer clinical and non-clinical support through expert led programs. Our services are best-in-class and backed by evidence-based research. Our care services, provide for physical, social and emotional care. Samvedna is currently on a mission to expand its service offerings to enterprise clients and adopt a digital first growth strategy with sharper and differentiated solutions. Our goal is to be India's largest and credible mental health and wellbeing solutions company in the next two years.

MISSION

Samvedna aims to reduce the treatment gap through online education and early detection tools, and through personalized care solutions addressing various challenges in the mental health spectrum.

VISION

Our vision is to ensure holistic wellbeing of individuals through early detection, diagnosis and effective management of mental health challenges.

Samvedna Senior Care Services, Sushant Lok, Gurgaon, Haryana

career@samvednacare.com

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Job Description:

The BDM Manager will report to the CEO and will be responsible for growing Samvedna's revenues and brand recognition. He/ She will be a part of the founding team for Samvedna's growth plans. The role 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, networking, field visits and other lead generation activities.
- Identify opportunities for partnerships to expand reach.
- Developing and managing relationships with clients.
- Manage sales-cycles to closure.
- Forecast sales activity and revenue plans.
- Conduct client demos, presentations, and nurture clients.
- Achieve sales targets.

Requirements

- Proven track record in sales and business development
- Very good interpersonal and negotiation skills
- Confident and excellent verbal communication
- Healthcare background is preferred

Minimum – 6-7 years

Salary – As per industry standards

Email your interest to career@samvednacare.com

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