

Job Description – Sales Executive (B2B)

About the company

Pococare (short form of Care with Positive Conversations) is a technology-driven healthcare organization. We are on a mission to redefine medical emergency response in India. As of today, approximately 90% of people in India do not get medical attention on time. Our movement is about reducing this to at least 50% in the next 3 years. Medical emergencies need smooth coordination between the patient, doctor, treating hospital and ambulance providers. A reactive approach in an emergency often leads to adverse consequences such as loss of life, lifelong disabilities, high medical expenses and emotional trauma to patients and their loved ones.

We help people become emergency ready so that they are able to swiftly respond to emergencies. Pococare can be reached in an easy manner using a QR code or a call and we act as the single point of contact to coordinate with multiple stakeholders. Our tech-based solution ensures that an ambulance is available at the patient's location in the shortest possible time, emergency contacts are informed automatically and a doctor is available to give the necessary guidance till the patient reaches the hospital. This will help in saving lives and ensuring that our loved ones are safe during a medical emergency.

We are headquartered in Bangalore and have service coverage activated in more than 735 towns and cities across India.

About the role

As a B2B Sales Executive, you will be responsible for generating new business and managing existing accounts. Your primary focus will be on selling products or services to other businesses and organizations. You will be expected to achieve sales targets, maintain a high level of customer satisfaction, and build long-term relationships with clients.

Job Description

Role : Sales executive –
B2B Sales Reporting to : Head-Sales
Location : Kadubeesanahalli, ORR,
Bangalore – 560103
Full/Part time : Full time
Mode : Work from office only
Joining : Immediate

Responsibilities

- Identify and pursue new business opportunities by researching and reaching out to potential clients
- Develop and maintain relationships with existing clients, and provide exceptional customer service to ensure repeat business and referrals
- Meet and exceed sales targets through effective sales strategies and techniques
- Understand clients' needs and tailor proposals and presentations to meet those needs
- Negotiate contracts and pricing with clients to ensure a win-win situation
- Stay up-to-date with industry trends, competition, and market conditions to provide strategic input on sales and marketing initiatives
- Collaborate with internal teams such as marketing, product, and operations to ensure smooth execution of sales strategies
- Maintain accurate records of all sales activities, including customer interactions and sales contracts

- Attend industry conferences and events to network and generate new business opportunities

Candidate requirements

- MBA from a reputed institute
- Proven track record of sales success, preferably 2+ years in B2B sales Excellent communication and interpersonal skills, with the ability to build rapport with clients at all levels
- Strong negotiation and closing skills
- Self-motivated and driven to achieve targets and goals
- Ability to work independently and as part of a team
- Proficiency in Microsoft Office and CRM software
- Willingness to travel as needed to attend conferences and meet clients

 **Compensation: Commensurate with experience coupled with relevant skill sets. Base package is Fixed: 7L + up to 3L PA variable pay.**

Applicants may write to Mr. Pradip (pradip.c@pococare.com), with the subject line "**Application source - IBSAF | Sales executives (B2B) - (Location - Bangalore) - Pococare**"