

Our purpose is to grow the most valuable relationships in business by uncovering truth and meaning from data. We're wildly passionate about our purpose, and it has us modernizing everything we do! So if you like the vibe of a "start-up", but want the solidity of a storied and commanding brand, we are the place for you. Dun & Bradstreet is vital to businesses of every size and scope, across six continents and every industry. Without our data, how would planes fly, coffee brew or search engines enlighten? When you collect and share insights on almost 300 million companies around the world, your chance to influence that world – for the better – is remarkably exciting. You will feel that energy in our hallways and product labs, client meetings and whiteboard sessions, hash tags and annual reports. Our collaborative, open culture is one where you can be inspired, and be inspiring. ***We are passionate about the power of data. We embrace the change in the world around us. And we succeed by helping others succeed.*** That is who we are and what you can expect we're all about. So if you are too, we invite you to join our team. It is an opportunity like no other you will ever experience.

Dun & Bradstreet Position Summary

Designation: **Regional Manager**

Department – **Sales & Marketing Solutions (Sales)**

Experience – **10+ years of relevant Corporate Sales**

BUSINESS DEVELOPMENT

- Managing existing and new stream of business with large corporates typically Fortune 1000 companies across industries and responsible for growing business
- Responsible for pitching B2B Data-related or Data-based solutions.
- Meeting head of analytics / director sales/ strategy heads and ability to understand organizational requirements.
- Working with solution architect at D&B to resolve client needs with our data solutions
- Authoritative business and financial acumen to develop meaningful business recommendations.
- Complete Ownership of assigned accounts from Lead Generation to Delivery of final service offering.
- Liaising with the operations team for a smooth delivery of the end product and ensuring the service expectations of the customers are met. Manage accurate forecasts - providing and maintaining a qualified and up to date funnel, reporting to management on a defined, regular basis.
- Experience in managing global accounts/ relationships and increasing business for India market by providing relevant solutions
- Responsible for implementation and migrating existing customers on D&B's new business platforms
- Daily reporting of all sales activity.

Sales Co-ordination

- Works closely with the operations team to ensure optimum customer satisfaction.
- Ensures process adherence at all times and error free timely delivery of projects.
- Ensures optimum utilization of available resources

People Skills

- Works under the direct supervision of the NSM
- Mentors regional sales team by regularly counseling, coaching, appraising and



- delivering desired job results
- Creates an atmosphere of trust and transparency within the team

KEY REQUIREMENTS

- MBA or any relevant post-graduation with minimum experience of 10+ years in Corporate/B2B sales
- Highly articulate with excellent business communication (verbal and written) skills and presentation skills suitable for a global corporate environment.
- Create an environment orientated to trust, open communication, creative thinking & cohesive team effort.
- Experience in people management including managing senior sales managers
- Highly customer-focused and result-oriented
- Good command over communication and ability to leverage relationships across various stakeholders in order to drive results
- Strong Influencing and collaboration abilities
- Good Thought Leadership for driving board level strategies; Strategic and Analytical focus, should have a research-based approach to understand Client's marketing needs and pitch solutions accordingly.
- Strong analytical skills and ability to provide value added insights

Primary External Interactions

CXOs Across Corporates; Marketing Heads; Key Decision Makers

Primary Internal Interactions

Fulfillment Team; Legal; Support Functions