

Organization:	Teltonika
Position:	Business Development Manager
Qualification:	MBA - (anyone can apply who has zeal for inside sales) MBA with B Tech/ BSC
Location:	Bangalore, Delhi & Pune
CTC:	6 – 8.5 LPA (including variables) <i>80% fixed, 20% variable</i>
Job Description:	<p>THE MAIN AREAS OF RESPONSIBILITY</p> <p>As a Business Development Manager for the growth of sales on key accounts, you will play an important role in building solid relationships in the B2B segment. You will be responsible for supporting our sales drive in the Indian market. Here you will:</p> <ul style="list-style-type: none"> • Acquire new customers, explore new opportunities with existing customers, and lead these opportunities to closure. • Contribute to market research, including identifying market potential and finding opportunities for growth. • Build and maintain long-term relationships with new and existing customers through daily contact, making presentations, frequent visits. • Carry revenue-based target for the assigned accounts and region. • Prepare commercial offers and ensure contracts to achieve assigned sales goals. • Plan and attend exhibitions/meetings to represent Teltonika and its products. • Collaborate with the technical support department and product specialists to address customer requirements. <p>THE EXPERIENCE, SKILLS AND PERSONAL QUALITIES YOU WILL NEED</p> <ul style="list-style-type: none"> • Excellent communication skills (in both English & Hindi), negotiation skills, and ability to think strategically. • Minimum two years of Sales or Business Development experience, preferably from the domain and industry covering IoT, Vehicle Telematics, and Industrial automation. • Experience in B2B sales with results that you are proud of would be an advantage. • An organized and results-oriented approach and a challenge-driven personality. • The ambition to generate strong earnings by conquering Indian markets with an innovative product from Lithuania. <p>WHAT WE OFFER</p> <ul style="list-style-type: none"> • The opportunity to gain experience in IoT. • A product that you can be passionate about selling. • An attractive compensation package with unlimited earning potential. • Unique opportunities to grow professionally being part of a challenging and high-growth environment.
Contact:	Interested candidates may express their interest by mailing their profiles to sumiya.m@teltonika.co.in with the subject line " Application source - IBSAF BDM / Sales Manager - Networking - (Location - Bangalore / Delhi / Pune) "