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| **Designation: Change Ambassador** | **Department: Business Development** |
| **Grade: Manager** | **Location: Bangalore** |
| **Experience: Min 7 years** | **Education: Min Graduate** |

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| SUMMARY  We are seeking a highly motivated and experienced candidate to join our team. The ideal candidate will be responsible for identifying and developing new business opportunities, building and maintaining key client relationships, and executing strategies that align with the company's business goals. | |
| KEY RESPONSIBILITIES   * Business Development   + Responsible for the sales performance of Prosci Vertical   + Reach out to incoming leads via phone calls to explain about the solutions suited to them   + Ensure prompt calling of all incoming leads within 2 hrs   + Create a pitch for different personas and use them effectively to talk to the potential clients   + Follow up regularly with clients and provide them with customized interventions to help with conversion   + Strategize and plan accordingly to fill the virtual and face to face open workshops in a continuous manner through the months   + Derive solutions basis client conversations and detail it accordingly * Account Management   + Build and maintain long-term relationships with key clients and stakeholders.   + Regularly follow up with Inhouse clients to ensure the workshops are filled   + Engage with senior leaders on a regular basis to stay informed with organizational developments * New Business Initiatives   + Identify and develop new business opportunities and markets.   + Develop and present proposals, sales pitches to potential clients and convert them to inhouse clients/open workshops   + This role shall be responsible for drawing out the business plan for addressing new segments and execute the plan to take Prosci to the next phase of growth. * **Others**   + Collaborate with marketing teams to align on strategic goals.   + Evaluate and hire external resources or agencies like tele calling, LinkedIn sales, email reach outs etc and ensure they achieve their targets for lead generation/meeting setting   + Ensure usage and maintenance of CRM platform   + Attend industry events and conferences to network and promote the company.   + Lead negotiations to close deals and achieve revenue targets.   + Ensure that all details are up-to-date and that the CRM platform is utilized efficiently.   + Knowledge of how business/organizations work   + Knowledge of various levels and personas in an organization   + Experience in B2B selling and speaking to senior leaders in corporate environment | |
| KEY RESULT AREAS (KRAs | COMPETENCIES |
| Sales Target  Mix of Enterprise clients  Mix of high end products/solutions | Customer Experience - 5  Consultative Selling - 4  Interpersonal Skills - 4  Resilience - 5  Communication Skills - Listening & Comprehending Skills - 5  Problem Solving - 3 |
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| REPORTS TO | SUPERVISES | RELATIONSHIP | |
| EXTERNAL | INTERNAL |
| Bharathi R |  | Facilitators, Vendors, Consultants, Clients | Operations, Office Manager, Facilitators |
| APPROVALS | |
| Date of Creation | Date of Last Update | Reviewed by | Approved by |
| 21/01/2025 | 21/01/2025 | Bharathi R | Sudeshna Basu Roy |