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| **JOB DESCRIPTION** |
| **I. JOB DETAILS** |
| **Job Title** | **Account Manager (B2B Sales)** |
| **Function** | Sales | **No. of Openings** | 21 |
|  **Location** |  Bangalore (5), Mumbai (8), Hyderabad (2), Delhi NCR (4), Ahmedabad (1), Chennai (1) |
| **About Company/ Client:** Shine.com is the most innovative and second largest online job portal in India. Founded in 2008, over the  past decade, Shine.com has become a prominent name in the recruitment industry.  Shine.com connects jobseekers and recruiters by accurately matching candidate profiles to the relevant  job openings through an advanced 2-way matching technology. To this end, Shine has launched Shine  Learning- India’s largest career skills site for working professionals with over 500+ courses & certifications. Shine works closely to bridge the gap between talent & opportunities and offers end-to-end recruitment  solutions. Shine Job Fair brings candidates and top employers under one roof. Shine also has a large reach  through its print product, Shine Jobs – the Tuesday Job supplement of Hindustan Times– making it the only  job portal with an integrated print and online offering. |
| **II. KEY RESPONSIBILITIES** |
| 1. Candidate will be responsible for selling shine solutions to Recruitment Consultancies/Corporate
2. Interacting with Senior Management/Decision Makers, Team Leads and recruiters of a client to create interest and generate leads.
3. Generating leads, creating funnel by way of effective virtual/in person demos and pitching Shine services to best suit customer’s hiring requirements by way of effective FABing exercise.
4. Pre-sales research - Account mapping through research on competition site, LinkedIn etc. to identify high potential customers.
5. Understanding client’s needs and proposing relevant customized solutions by way of consultative selling.
6. Effective objection handling - Handle complex situations and interact with internal and external stakeholders to propose relevant solutions.
7. Manage the end to end requirements of a client – from sales processing in CRM to collection of payments.
8. CRM based process/data driven sales approach for capturing input and output metric.
9. Understanding SWOT of customer and accordingly plan the go to market sales pitch.
10. Analyzing new hiring trends and align go to market strategies accordingly.
11. Ability to uphold company values and culture.

**Key Requirements:**1. Self-motivated/driven Sales professionals with a go-getter attitude and passionate to achieve month/quarter targets
2. Aggressive sales approach with flair to handle tough situations
3. Ability to handle customer rejections and objection handling
4. Negotiation skills for effective value extraction
5. Relationship management
6. Account management
7. Strong interpersonal and networking skills
8. Excellent written and verbal communication skill.
9. Internet savvy with basic knowledge of Microsoft Office
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| **Qualifications** | Any Graduate / Post Graduate |
| **Experience** |  2 – 5 Years |
| **Working Days** |  Mon-Sat (1st & 4th Saturday Working) |
| **Salary** | Up to 7 LPA  |
| **Payroll** | Vision India Services Pvt. Ltd. |