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## **National Sales Head- MLABS**

## mLabs

## Position

This is a newly created position to head sales for a new, promising division of Magicbricks called as mLabs. mLabs has been mandated to create new engines of growth and develop new revenue streams for the business and towards this, an innovative new suite of products has been built which is now ready to be taken to market. This division is expected to soon contribute a large share of the overall revenues of Magicbricks.

The National Sales Head is therefore a senior position, it will be part of the leadership team and this position will report into the CEO.

We're looking for a person who can lead a team of wolves. We're a fast growing company (read: >50% growth rates are a norm here) and this new division needs to set a even higher scorching pace. Therefore, a high-energy, aggressive, growth oriented person who would like to personally lead from the front.

✓ The ideal person will need to be very competitive and have a high desire to win. Strong result-orientation, ability to absorb steep sales targets will be necessary. People who thrive on success, are passionate about winning will find this to be a nice fit.

## Job requirements

- ✓ We also need a very capable sales person who has demonstrated sales experience in "enterprise selling" and is therefore adept at acquisition of high-value clients, at managing long sales cycles, nurturing key client relationships personally and is an excellent role-model/mentor for his team.
- ✓ This is an "enterprise selling" role and therefore, requires strong business development skills in addition to regular sales skills.
- ✓ Build/Manage an overall crack team that would grow to 50+ people. The nature of the role requires personal selling skills in addition to team management skills.
- ✓ Solution-selling approach and ability to develop long-term relationships. While acquisitions are important, most of the business will eventually come from repeat business and therefore, strong retention/upsell skills are a must.
- ✓ Should be comfortable in an ambigious, fast-paced, startup kind of environment.

About Magicbricks.com	Magicbricks.com is India's No 1 Property Site and has been adjudged as the most preferred site in India, by independent surveys. We provide a platform for buyers & sellers to locate properties of interest & source information on real estate that can be of use to all.  At Magicbricks, we are 'powered by astuteness and driven by values'. We make sure that our employees are well taken care of. We ascertain that their hard work and perseverance are the driving force behind our success, and we continually look for additional ways to reward them. We are growing and always in search of new talent. If you are driven by challenging work & eager to learn more, we would like to hear from
Location	Noida  Noida  Noida
Work Experience	<ul> <li>✓ Minimum 12 Years of experience of RELEVANT sales experience.</li> <li>✓ Should have handled a minimum 100cr sales volume and a minimum team size of 50+ (enterprise sales staff) in the current/previous role.</li> <li>✓ A balanced mix of a 'thinker' and a 'do-er'. Therefore, a strong educational background and experience of working for organisations with strong sales processes is preferred. Candidates who like to roll up their sleeves and are handson are preferred.</li> </ul>
Contact Person	Interested Candidates, may forward their resume on "monika.narwal@timesgroup.com."