

JD for Sr. Business Development Manager - ValetEZ:

Location: Delhi

About ValetEZ

ValetEZ is an IoT and AI enabled smart parking solutions firm that designs technology solutions to digitise parking spaces and eliminate the pain that vehicle owners face daily when parking in their city. ValetEZ's cloud and IoT enabled smart parking technology platform can connect with different types of hardware and sensors and can be deployed on parking lots of any type and size. This allows us to digitize all forms of parking inventory and help users to find parking spaces anywhere in the city while helping parking lot owners to improve utilization and revenues.

Qualification: Graduate or MBA from a reputed university

Experience: 3-5 years

What the candidate is expected to do:

- Ability to identify prospect across locations and introduce our products and solutions to prospective clients
- Should be able to represent the company in terms of its services in a structured and professional way to prospective as well as existing clients
- Should be able to identify prospective clients among parking lot owners, including malls, tech parks, property developers, shopping complexes, co-working spaces and other large parking lot owners
- Should develop a good understanding of the technology as well as market
- Should be able to manage and grow existing client relationships and business opportunities
- Acquire strong understanding of ValetEZ products/services and communicate the benefits of the same
- Service existing clients and portfolio as assigned
- Manage and grow existing client relationships and explore business opportunities in the parking management space
- Maintain the relationship with existing Key accounts
- Strong follow-up skills to close new business deals
- Should be able to work independently without any supervision
- Should possess high level of motivation and confidence
- Should be able to manage a team
- This is a sales profile and will involve extensive field travel within the city and occasionally to other cities

Good to have:

- Client facing / negotiation skills in sales roles
- Graduate or MBA from a reputed university
- Experience in similar roles, especially at startups

What we need from you:

- Motivated, goal driven individuals with the ability to work independently
- Good written and verbal communication skills in English

What do you get:

- Opportunity to grow in the direction you would like
- Be a decision maker
- Work and manage teams and head a geography / market segments

Annual CTC: INR 8,00,000 - 12,00,000/-

Applicants may send their Resume to careers@valetEZ with a copy to Mr. Aashray Bhalwal (aashray@valetEZ.com), Head - Business & Operations, with the subject line "**Application source - IBSAF | Sr. BD Manager - (Location - Delhi NCR) - ValetEZ**"