

JD for BD Manager

Location: Delhi-NCR

About ValetEZ

ValetEZ is a smart parking and EV Charging solutions venture that develops technology solutions to digitize and transform parking and EV charging infrastructure in cities. We help commuters find and access assured parking spaces, avail valet assistance solutions, and access EV charging stations anywhere in the city in an easy and reliable way. We are focused on building the country's largest parking & EV Charging network. Our goal is to transform parking spaces for a future of shared and sustainable mobility.

What we are looking for:

We are looking for a Business Development candidate for our Parking Management & Systems team that provides parking solutions for Malls, Technological Parks, Hospitals, Govt. Properties, Residentials, Office Buildings and other private/ commercial properties across Cities. This team is focused on handling smart parking management solutions and ensures that our customers are able to resolve their parking needs wherever they are in the city. We work across all the top cities in the country and this role is specifically for our NCR business based out of Delhi / Noida. This is an opportunity to work with a fast growing firm that is focused on transforming the way parking is experienced by both businesses and drivers across the country.

What you would be expected to do

- Identify and prospect potential clients through various channels, including cold calling, networking, and referrals.
- Develop and maintain strong relationships with existing and new clients, understanding their needs and offering tailored solutions.
- Conduct market research to identify new business opportunities and stay updated with industry trends and competitors.
- Generate leads, qualify prospects, and close sales deals to achieve individual and team targets.
- Prepare and deliver persuasive sales presentations and proposals to prospective clients.
- Collaborate with cross-functional teams, including marketing and technical departments, to develop effective sales strategies and ensure client satisfaction
- Negotiate contracts and terms of agreements, ensuring mutual benefit and profitability for both the company and clients

- Develop and maintain large account relationships that cover multiple properties and business opportunities
- Stay up-to-date with product knowledge and industry developments to effectively communicate the value and benefits of our solutions to clients.

What we need from you

- Strong communication and interpersonal skills with the ability to build rapport and influence clients
- Ability to work independently and as part of a team in a fast-paced, dynamic environment.
- Knowledge of the Technological Parks, Malls and Residential in Hyderabad and understanding of service industry trends in the region
- Good verbal communication skills in English and Hindi would be preferred
- Excellent presentation, negotiation and closing skills
- Self-motivated and target-oriented with a demonstrated track record of achieving sales goals.
- Willingness to travel locally and occasionally nationally, as required

Good to have

- Client facing / negotiation skills.
- Bachelor's / Master's degree in Business Administration / Engineering / Marketing, or a related field
- Experience in similar roles in companies or startups
- Past relevant experience in Property Management companies, Commercial Real Estate sales, PropTech firms, Building Management System sales will be a key asset
- 2-3 years of relevant work experience in B2B sales
- Familiarity with CRM software and sales tools to manage customer relationships and track sales activities would be a positive

What do you get

- Opportunity to be a part of a fast growing startup that is transforming the industry
- Work with a highly qualified and experienced team that is passionate about technology and solving real world problems with a focus on operations excellence

If you think you have great ideas and nobody to tell them to, we are here !

Please drop us an mail at: aashray@vatez.com and subject line as
“Application source - IBSAF | BD Manager - (Location - Delhi NCR) – ValetEZ”