Organization:	ValetEZ
Designation:	Business Development Manager
Location:	Delhi - NCR
Qualification:	Graduate or MBA from a reputed university
Experience:	1-4 years of experience in Business Development
About:	ValetEZ is a smart parking and mobility 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.
Job Description:	1. Prospect identification across locations and product introduction to prospective clients 2. 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 3. 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 4. Should have a good understanding of the technology as well as market 5. Should be able to work independently without any supervision 6. Should possess high level of motivation and and confidence 7. Should be able to manage and grow existing client relationships and business opportunities 8. Acquire strong understanding of ValetEZ products/services and communicate the benefits of the same 9. Service existing clients and portfolio as assigned 10. 10.Manage and grow existing client relationships and explore business opportunities in the parking management space 11. 11.Maintain the relationship with existing Key accounts 12. 12.Strong follow-up skills to close new business deals 13. 13.This is a sales profile and will involve extensive field travel within the city and occasionally to other cities
CTC:	INR 8 to 10 LPA
Contact:	Interested candidates can send their resumes Aashray Bhalwal @ aashray@valetez.com