

**Company Name:** Elixia Tech Solutions Limited

**Company Website:** <https://elixia.tech/>

**Corporate Profile Videos:** <https://www.youtube.com/channel/UCHt48zOE2thnauLueKJ2mWg>

**Position:** Business Development Manager

**Department:** Sales & Marketing

**We are looking to hire strong Business Development Managers with prior experience in enterprise sales/presales with either SMB or Enterprise sized deals.**

### **Roles and Responsibilities**

- In depth understanding of products and solutions in logistics and supply chain digitalization that are being offered by Elixia Tech
- Analyzing and understanding customer segment and target markets for the solutions
- Identify new sources of revenue and chart up sales strategy
- Independently generating leads for business development
- Religiously persisting in efforts to convert leads/prospects into customers over a longer sales cycle
- Converting maximum leads/prospects into customers
- Developing long term relationships with customers for future business opportunities
- Interacting and forging a bond with existing customers for up-selling of solutions and future business opportunities
- Contributing actively to the growth of the organization in terms of revenue generation and other related aspects of the role
- Produce regular and periodic reports to update company management on progress and performance
- Training and overseeing development of all team members reporting to self
- Ensuring achievement and exceeding of sales and revenue targets in a highly competitive and dynamic environment
- Participate in various events and conferences focusing on logistics & supply chain, network and generate leads
- Ensuring process orientation, timely reporting and compliance to company policies at all times

### **Expected Skills & Competencies**

- Excellent verbal and written communication skills in English
- Fluent with MS Word, PowerPoint, Excel
- Entrepreneurial spirit and highly comfortable working in a fast-paced, dynamic environment
- Previous sales/business development experience in catering to logistics/supply chain industry preferable
- Consultative and problem-solving approach towards customers as well as team members
- Proven track record of sales/business development preferable
- Self-confidence, presence of mind and adaptability to various situations
- Openness and curiosity to constantly keep learning and improving
- Performance and goal oriented and highly driven and focused individual
- Any background/knowledge in technology sales will be a valuable add on

- Ability to influence through persuasion, negotiation, and consensus building
- Comfortable networking through senior leaders in organizations
- Preferably 2+ years of experience in enterprise sales/presales with either SMB or Enterprise sized deals
- Experience in working/dealing with executives in logistics/supply chain roles is preferable
- MBA with majors in sales/marketing/operations will add further value.

**Reporting:** To the Sales Head