

## **Job Title:** Corporate Sales Manager

Location: New Delhi, Mumbai, Bengaluru, Ahmedabad, Kolkata, and more

CTC: 7-11 LPA (Fixed) + 3-10 LPA (Incentives) + 5-12 Lacs in ESOPs

Commitment: Full-Time (WFO) with a 1-Year Bond

### **About the Role:**

As a Corporate Sales Manager at Amitoje India, you will dive into the dynamic world of retail display sales, focusing on large brands and corporations. This role is a blend of strategy, persistence, and people skills, requiring you to master the art of communication, negotiation, and salesmanship under pressure.

You'll engage in continuous calling, meeting, pitching, and navigating through complex sales cycles and stakeholder relationships, all aimed at closing significant deals and driving the company's growth.

### **Your Daily Mission:**

- **Intensive Engagement:** Spearhead the sales process by engaging in an extensive amount of calling and meeting, aiming for over 30 significant client interactions per month to pitch our innovative products and solutions.
- **Strategic Negotiation:** Employ your negotiation prowess to not just meet but exceed sales targets, while skillfully handling various client situations and internal team dynamics.
- **Comprehensive Management:** Be adept at managing the full sales cycle, from lead generation to closing deals, including meticulous CRM logging and reporting.
- **Resilience Under Pressure:** Thrive in a high-pressure environment, demonstrating your ability to push projects across the finish line, regardless of the hurdles encountered.

### **What We Look For:**

- **Deep Corporate Sales Experience:** Proven track record in corporate sales, with a keen understanding of selling to large brands, navigating complex stakeholder dynamics, and the specific challenges of B2B sales. Experience in B2C or channel sales may not be relevant for this role.
- **Personality Traits:** We seek individuals with unyielding drive, exceptional problem-solving skills, integrity, high energy, and a natural flair for engaging with people. Your ability to remain undeterred in the face of rejection and your persistence in achieving your goals will define your success in this role.

**Why Amitoje India:**

- Work with Prestigious Brands: Engage with some of the biggest names in the industry, representing our cutting-edge and innovative products.
- Respect and Recognition: Your efforts and achievements are recognized and valued, offering you a platform to shine.
- Unmatched Growth Potential: With opportunities for constant learning and career advancement, the role promises a journey that never gets stale. Our fair and motivating incentive structure, alongside the potential for ESOPs, ensures your hard work is adequately rewarded.
- Dynamic and Supportive Environment: Thrive in a culture that champions growth, learning, and success, supported by a team that's as driven as you are.

**Join Us If:**

You're someone who sees opportunity in challenge, understands the depth of corporate sales, and possesses the drive, problem-solving capabilities, and integrity required to excel. With Amitoje India, you're not just taking on a job; you're stepping into a role that demands excellence and offers the rewards to match. Are you prepared to push your limits and achieve greatness?