

Position / Grade	Associate Vice President - Acquisition
Department, Vertical, Sub Vertical	Partner Management, Acquisitions
Location	Mumbai
Reporting Manager	Head Acquisitions & Corporate Business
Job Summary (The primary purpose or objectives and an overall description of the position)	<ul style="list-style-type: none"> • Develop sales strategies to increase business revenue. • Identify potential customers to generate new business opportunities. • Develop and implement marketing plans for business growth. • Maintain broad knowledge of competitive markets and sales techniques. • Coordinate with various groups within the company to meet sales target. • Determine budget and timeframe for the business project. • Develop and maintain excellent customer relationships. • Understand customer needs and provide optimum business solutions. • Understand Financial modelling & seamlessly execute Projects
Relationships (Internal relationships are to include list of direct reportees)	Internal: All Departments External: Business prospects & clients
Duties & Responsibilities (That are significant in achieving the objectives of the job)	<ul style="list-style-type: none"> • Engage closely with all Prospects • Grow the new business vertical for PAYBACK India • Maintain healthy conversion rates (pipeline management) • Understand Loyalty landscape of India and address specific industry clients' needs accordingly • Contracting and on-boarding new clients • Develop and deliver the business plans through carrying out research, formulate market analysis and deliver accurate business reports
Experience Required (Minimum relevant or equivalent industry experience required - scope and duration)	Critical: Minimum +10 years of industry experience. Minimum Qualification: Graduate Masters in Sales and marketing Preferred

Skills, Abilities & Competencies
(Required to successfully perform this job)

- Good Understanding of Retail loyalty / Employee rewards / Trade loyalty or services business
- Good understanding of different industries in India
- Should be able versatile and adaptable
- Client engagement skills to enhance existing business
- Sales acumen
- Negotiation tactics
- Project management & execution skills
- Good presentation skills
- Good understanding of MS office – power point / excel
- Excellent Written and verbal communication
- Assertive
- Ability to understand complex business processes
- Ability to analyze data