

Position / Grade	Acquisition Manager
Department, Vertical, Sub Vertical	Partner Management, Acquisitions
Location	Gurgaon
Reporting Manager	Head Acquisitions & Corporate Business
Job Summary (The primary purpose or objectives and an overall description of the position)	<p>Develop sales strategies to increase business revenue. Identify potential customers to generate new business opportunities.</p> <p>Develop and implement marketing plans for business growth.</p> <p>Maintain broad knowledge of competitive markets and sales techniques.</p> <p>Coordinate with various groups within the company to meet sales target.</p> <p>Determine budget and timeframe for the business project.</p> <p>Develop and maintain excellent customer relationships.</p> <p>Understand customer needs and provide optimum business solutions. Understand Financial modelling & seamlessly execute Projects</p>
Relationships (Internal relationships are to include list of direct reportees)	<p>Internal: All Departments</p> <p>External: Business prospects & clients</p>
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)	<p>Critical: Minimum +10 years of industry experience. Minimum Qualification: Graduate</p> <p>Masters in Sales and marketing Preferred</p>
Skills, Abilities & Competencies (Required to successfully perform this job)	<ul style="list-style-type: none"> • 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

	<ul style="list-style-type: none">• Good understanding of MS office – power point / excel• Excellent Written and verbal communication• Assertive• Ability to understand complex business processes• Ability to analyze data
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