

JOB DESCRIPTION

Position / Grade	Associate Vice President - Acquisition
Department, Vertical, Sub Vertical	Partner Management, Acquisitions
Location	Gurgaon
Reports To (Position)	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. 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. Develop and maintain excellent customer relationships. 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>
List The Duties And Responsibilities (That are significant in achieving the objectives of the job)	<ol style="list-style-type: none"> 1. Engage closely with all Prospects 2. Grow the new business vertical for PAYBACK India 3. Maintain healthy conversion rates (pipeline management) 4. Understand Loyalty landscape of India and address specific industry clients' needs accordingly 5. Contracting and on-boarding new clients 6. 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, And Competencies (Required to successfully perform this job)	<ol style="list-style-type: none"> 1. Good Understanding of Retail loyalty / Employee rewards / Trade loyalty or services business 2. Good understanding of different industries in India 3. Should be able versatile and adaptable 4. Client engagement skills to enhance existing business 5. Sales acumen 6. Negotiation tactics 7. Project management & execution skills 8. Good presentation skills 9. Good understanding of MS office – power point / excel 10. Excellent Written and verbal communication

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