

**Job Purpose**

Lawyered is hiring for the following position to execute an ambitious plan of growth across India. This is an autonomous role that will require a highly motivated individual with a hunger to achieve.

<b>Job Title</b>	<b>Business Development - Sales</b>
<b>Package</b>	Salary* – 2.5 L to 3.5 L per annum (performance based incentives are applicable with high earning potential). <small>*To be considered for revision on confirmation and entirely based on Individual Performance.</small>
<b>Reports To</b>	Area Sales Manager
<b>Openings</b>	5 nos.
<b>Place</b>	Gurugram, Bengaluru

**Roles & Responsibilities**

- Identify business opportunities by identifying prospects and evaluating their position in the market - researching and analyzing sales options.
- Sell by establishing contact and developing relationships with prospects - recommending solutions.
- Maintain relationships with clients by providing support, information, and guidance - researching and recommending new service improvements.
- Identify current market practices, trends, market activities and competitors.
- Prepare reports by collecting, analyzing and summarizing information.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional knowledge by attending workshops, reviewing related publications, establishing personal networks, benchmarking state-of-the-art practices, participating in relevant forums.
- Contribute to team effort by accomplishing related results as needed.

**Job Description**

- To relentlessly chase, achieve and exceed sales targets as defined by the Area Sales Manager.
- To ensure implementation and practices of Sales Procedures at Lawyered.
- To identify, develop and generate a healthy bank of well qualified leads for the Area assigned.
- Daily Meetings
  - Plan the day for client meetings, cold calling and lead generation.
  - Building Sales Pipeline.
  - Daily/Weekly updating and submission of reports.
- To ensure active presence in the market.
- Maintain highest standards of integrity and commitment.

**Required Skills**

Presentation Skills, Client Relationships, Energy Level, Negotiation, Prospecting Skills, Meeting Sales Goals, Creativity, Sales Planning, Emphasizing Excellence, Independence, Motivation or Sales.

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