



White Globe

White Globe is Asia's leading Language Service Provider (LSP) offering Translation & Localisation services in more than 350 Foreign and Indian Languages. These services are mainly used by MNC Companies who do business in multiple languages or Indian Multinationals with Global presence. In a short span of Five years White Globe is already servicing more than **2000 clients** across the globe including **more than 50 Fortune 500 Companies**. White Globe is amongst the few LSP's in world with all relevant ISO Certifications (quintuple ISO Certifications).

Right from its inception, White Globe has won several Industry leading accolades like *"The Company of the Year 2019"*, *Best in Translation and Localisation-India, 2020, Corporate Excellence Award, UK. "The Most Admired Language Service Provider in India, CEO of the Year 2019 etc. White Globe has been featured in Slator's Language Service Provider Index (LSPI) in two successive years in 2019, 2020 (a first for any Indian Company) and Best Companies to Work for 2021.*

White Globe services are backed by advanced technology and an innovative knowledge centre. The services are delivered maintaining very high level of Quality by a team of highly competent project managers and delivery professionals. White Globe is an equal opportunity employer and offers a dynamic work environment to encourage innovative thinking and honing one's leadership skills. White Globe offers a competitive compensation structured on a 50:50 model (Fixed Compensation: Monthly Sales Incentive based on Revenue generated).

At White Globe, our sales team is the engine that drives our global consumer reach in Translation and Localisation services. We are seeking a qualified sales manager to help keep our revenue engine running through their own skill. Our ideal sales manager has in-depth knowledge of and experience with the sales process, excelling at lead generation, relationship building, and closing deals. We're seeking a quick learner with strong negotiating skills, and someone with a track record of success who can inspire the same in others. The role demands a leader with a sharp mind and the ability to identify, prospect, convince and generate qualified leads and convert them into sales.

Please visit: www.whiteglobe.co.in Available in Eleven Languages

POSITION DESCRIPTION SUMMARY

Function: **Sales, Marketing & Customer Service**

Location : Delhi (NCR), Mumbai, Pune, Chennai, Hyderabad, Bengaluru

Position Title: Business Development Manager

Reporting To: Chief of Sales and Marketing (CSMO)

I) Position Summary

Key Objective / Purpose of the Job:

- Represent our company, with a comprehensive understanding of our offerings
- Research consumer needs and identify how our solutions meet them
- Achieve company objectives through effective planning, setting sales goals, analyzing performance data, and projecting future performance.
- Continuously develop personal leadership and effective sales tactics to meet revenue objectives.
- Generate leads, and build and nurture client relationships



- Establish positioning, identify target audiences, and develop marketing plans with specific objectives across different channels and segments
- Lead the execution of marketing programs from start to finish, leveraging internal support and driving collaboration
- Analyze customer insights, consumer trends, market analysis, and marketing best practices to build successful strategies

- b) Major Activities
- Create and execute a strategic sales plan that expands customer base and extends global reach
 - Meet with potential clients and grow long-lasting relationships by understanding their needs
 - Track, analyze, and communicate key quantitative metrics and business trends as they relate to partner relationships
 - Ensure achievement of company and individual quotas and standards and monitor progress regularly
 - Execute and Manage month-end and year-end sales closure processes
 - Work on marketing and sales automation tool (CRM, Marketing automation, Sales Navigator)

II) Person Specification:

<p>a) <u>Essential Qualifications:</u></p>	<ul style="list-style-type: none"> ● Bachelor's degree in marketing or business administration ● Preferably MBA ● 5 to 10 years in sales management for Enterprise Customers (B2B sales) ● Proven track record of success the sales cycle from plan to close ● Excellent communication, interpersonal, and organizational skills ● Superb leadership ability ● Ability to travel as and when required ● Motivational speaking experience ● Proven success rate at levels above quotas ● Tech savvy on CRM, Marketing Automation, Sales Navigator
<p>c) <u>Work Experience</u></p>	<ul style="list-style-type: none"> ● Should have worked in Enterprise Sales in a Service Industry ● 3- 7years' experience
<p>d) <u>Compensation</u></p>	<p>Fixed Monthly Salary + Monthly Sales Commission.</p>