

**About LocoBuzz:**

Locobuzz is a SaaS platform that converges with technologies such as Artificial Intelligence, Machine Learning, Big Data Analytics and Automation, to provide brands with a 360-degree Customer Experience Management Suite. Locobuzz's powerful analytics algorithms have helped seasoned brands establish a strong foothold in the digital hemisphere and transformed their customer experience journeys.

Visit our website [LocoBuzz](https://www.locobuzz.com) for more information on our CX management products and services

**Position:** Manager - Enterprise Sales

**Location:** Hiring for Mumbai, Gurugram, Bangalore (Onsite)

**Position Description:** We are on the hunt for a seasoned and dynamic Manager - Enterprise Sales, a pivotal role focused on accelerating revenue growth and broadening our client base in the B2B SaaS landscape. The perfect candidate will be distinguished by their exceptional history of surpassing sales targets, their skill in nurturing client relationships, and their profound expertise in the SaaS sector.

**Key Responsibilities:**

- Devise and execute high-impact sales strategies to not just meet but exceed sales targets in the dynamic B2B SaaS sector.
- Identify and nurture new business opportunities through strategic networking and leveraging existing industry connections.
- Cultivate and sustain robust relationships with enterprise-level clients, demonstrating a keen understanding of their needs and delivering bespoke SaaS solutions.
- Collaborate seamlessly with the marketing team to craft targeted campaigns and compelling collateral that deeply resonate with enterprise clients.
- Conduct compelling product demonstrations and presentations to key stakeholders, articulating the compelling value proposition of our cutting-edge SaaS products.
- Drive meticulous contract negotiations and oversee the entire sales process, seamlessly guiding prospects from initial contact to deal closure.
- Stay at the forefront of industry trends, competitor landscapes, and market conditions to proactively seize opportunities and navigate potential risks.

**Job Requirements:**

- Hold a Bachelor's degree in Business Administration, Marketing, or a related field; an MBA is highly valued.
- Boast 5+ years of outstanding performance in B2B SaaS Enterprise Sales, showcasing a consistent track record of surpassing sales targets.
- Possess a profound understanding of the SaaS industry, including key trends, technologies, and discerning customer pain points.

- Exhibit exceptional communication, negotiation, and presentation skills.
- Demonstrate an innate ability to foster and maintain robust relationships with enterprise-level clients.
- Showcase strong analytical prowess, translating client needs into effective and innovative SaaS solutions.
- Prove your capacity to work both independently and collaboratively in a team environment.
- Exhibit a willingness to travel as required to engage with clients and participate in industry events.

**Benefits:**

- **Medical Coverage:** We care about your health and well-being. We offer comprehensive medical coverage to ensure you and your family have access to quality healthcare.
- **Opportunity to Work in a Fast-Paced and Dynamic Organization:** At Locobuzz, we thrive on innovation and agility. You'll have the chance to work in an environment where every day brings new challenges and opportunities for growth. Your contributions will make a real impact on our dynamic organization.
- **Learning and Upskilling:** At Locobuzz we believe in continuous learning and development. You'll have access to resources and support for your professional development, which may include training, workshops, and opportunities to expand your skill set.
- **Collaborative Workplace:** Collaboration is at the heart of our culture. You'll be part of a team that values open communication, knowledge sharing, and working together to achieve common goals. Your ideas and insights will be heard and respected, fostering a sense of belonging within our collaborative workplace.