

Job Description – Area Director

Company Profile

Smartworks is India's largest agile workspace, with a footprint of 2 million sq. ft. across 20 locations in 9 cities catering to more than 300 organizations across large enterprises, SME's, unicorn startups.

Founded in April 2016, Smartworks is reinventing enterprise workspace to become the best agile workspace experience provider across the globe.

Job Brief

We are looking for a juggler who ably manages several worlds while remaining unfettered!

The person in this role will be responsible for maintaining the centre occupancy and generation new leads

Role & Responsibility

Managed majorly business development, corporate sales function, outstanding success in building & maintaining relations with key corporate decision makers at the senior/ top management levels. Developing new client accounts from scratch, articulating product value proposition & driving new business through conceptualizing strategies.

- Handling corporate sales for one of the most renowned workspace solution providers.
- Network with local market brokerage firms/agents/ International Property Consultants.
- Draft presentations for potential clients showcasing the services: Office Spaces; Meeting & Conference facilities.
- Maximum penetration and utmost awareness among corporate based out in NCR.
- Making accurate, rapid cost calculations, and providing customers with quotations.
- Negotiating the terms of an agreement and closing sales.
- Generate profitable new business within the territory by managing entire sales cycle from lead/ enquiry generation to closing the sale.
- Responsible for the performance and profitability of the business centres.
- Handled other areas of profit & loss responsibility, customer service & people management such as handling client queries and complaints.

Work Experience

- 7 + years of experience in corporate sales.

Desired skill set

- Self-starter with the ability to establish, prioritize, and organize responsibilities
- Customer service orientation and problem-solving skills
- Good organizational and multitasking abilities
- Strong communication and people skills
- Counseling & interpersonal skills (ability to understand people's needs)
- Persuasive Communication