

Recruiting Function: Marketing & Business Development

The Marketing and Business Development (MBD) function in QuoDeck works towards developing and executing marketing and business development campaigns to promote and sell QuoDeck as a product across the globe.

Marketing works closely with other employees in areas such as digital marketing, market research, market development, collateral building, showcases, pre-sales and distribution.

Business Development works on enterprise sales and key account management for QuoDeck, focused on revenues and building deep relationships.

Part of the responsibilities of MBD also encompass engaging with our partner sales representatives in other geographies and developing strategies and supporting them in succeeding in their markets.

MBD is also custodian of the QuoDeck Brand and therefore, works on all aspects of brand promotion such as content marketing, network expansion, customer engagement and customer experience management.

Position: Customer Success Manager

Brief

We are looking for motivated and well-spoken CSMs to join our Business Development team. These positions will be responsible for developing key account strategies, maintaining relationships with key clients, upselling and cross-selling QuoDeck's products and services within key accounts and drive a seamless and smooth experience for clients during deployment or execution.

To be successful as a CSM in QuoDeck's BD team, you should be able to craft successful pitches, build relationships with clients, create strategic account plans, understand client needs and strategize for them, and most importantly, be able to demonstrate value for QuoDeck's product. A CSM in Sales and Business Development should be hungry, competitive and an innovative thinker.

Responsibilities

- Take over and manage key account relationships
- Understand key account requirements through discussions and scoping
- Pitch and showcase QuoDeck's products and services to key account stakeholders and establish value proposition
- Prepare proposals & concept notes and address queries to assist key accounts in making decisions
- Create and propose gamification constructs to inspire key accounts
- Negotiate deals with key accounts to achieve the best results for QuoDeck along with sales sponsors
- Closure of deals with key account stakeholders along with sales sponsors
- Developing account plans for key accounts to deepen and grow business in conjunction with the sales sponsors
- Keeping up with product and service information and updates

- Staying informed about competing products and services

Requirements for the role

- Preferred Master's Degree/ PG Diploma in Business Studies/ Communication/ Marketing
- Preferred 2-3 years' experience in business development. B2B or IT product experience is a plus
- Excellent English communication skills, both verbal and written
- Good organizational skills and the ability to multitask
- Exceptional customer service and relationship building skills
- Strong listening and sales skills
- Hunger, ability and orientation to drive higher business for the brand