

**Position: Sr. Consultant – Digital Construction**

**Mode:** Full Time

**Position Type:** Mid-Senior Level | Techno-Commercial Sales Role

**Location:** Mumbai, Maharashtra

**No. of Positions:** 1

## **About COMPANY**

**THE COMPANY is a fully owned subsidiary of the French B2B Services Group. The group operates in the construction, industry, and agriculture sectors.**

**With over 1300 employees spread throughout 50 locations worldwide, THE COMPANY is a recognized leader in digital transformation across the construction, manufacturing, and infrastructure sectors. At COMPANY, we are dedicated to helping the construction and manufacturing sectors realize their digital potential.**

### **Position Overview:**

We are looking for passionate and motivated Business Consultants, ready to expand their sales career in the vibrant and booming Construction Tech space. You will represent COMPANY India in an exciting industry and is your opportunity to help revolutionize a technology laggard. With a regional approach to selling into the construction industry, we are looking for someone to be the go-to resource and expert in their territory as we look to build net-new business and expand our existing account base.

**Brief synopsis of your role and responsibility:**

- Manage the sales cycle from prospecting to close with an experience with meeting quotas.
- Generate new business by creatively expanding existing accounts.
- Manage renewals in main accounts.
- Take ownership of your geographic territory and build a business plan to become the number one construction technology partner in that market.
- Illustrate to potential customers the value of a cloud-based platform.
- Understand the competitive landscape and customer needs to position our solutions.
- Work with the extended teams to deliver compelling proposals for new customers and expansion with existing customers.
- Work with the business development team to create high quality inbound leads and implement outbound campaigns.
- Deliver an accurate ongoing forecast of business.
- Partner collaboratively with OEM partners to understand their business, creatively adopt programs to increase new revenue, and expand relationships.
- Be a Trusted Adviser for customers and identify win/win situations.
- Reach out and provide regular customer feedback to the product, industry and strategic marketing teams to help identify product strengths and areas of improvement.
- Help customers and us develop success reference stories.
- You will be reporting to Business Head – Construction based in India

**Qualifications required:**

- Bachelor's or master's degree from a top-tier institution
- B.E Civil/ B.Arch./ Construction Management will be an added advantage.
- 5-8 years' experience in construction industry with a focus on digital construction.
- Strong understanding of sales principles, negotiation tactics, and account management best practices.

- Excellent communication, presentation, and interpersonal skills.
- Ability to think strategically and analyse data to drive decisions.
- Proven track record of meeting or exceeding sales targets.
- Proficiency in CRM software (e.g., Salesforce) and MS Office Suite.

### **Remuneration & Benefits**

- Package: Up to 15 LPA (Negotiable based on qualifications & experience)
- Additional Benefits:
  - Medical Insurances (Self / Family), PF, Gratuity
  - Reimbursements: SIM, Local Conveyance, Travel