

Job Title: **Sales & Business Development Manager - AI Workshop/L&D Services**

About Us:

[Gradient Advisors](https://www.gradient-advisors.ai) is a leading global organization helping startups and MNCs unlock the full potential of AI. We bring over 2 decades of experience in AI. *One of our key offerings is cutting-edge AI workshops tailored for Boards, CXOs, VPs, and employees across diverse industries.* We empower organizations to navigate the evolving landscape of AI and stay ahead in the competitive business environment. Our workshops blend expert insights with practical applications, ensuring that participants gain a deep understanding of AI's transformative potential.

Position Overview:

We are seeking a dynamic and results-driven AI Workshop Sales Specialist to join our team. This individual will be responsible for managing inbound inquiries, cultivating leads, and executing outbound sales strategies to expand our client base. As the key contributor to our revenue growth, you will be responsible for identifying, pursuing, and closing sales opportunities for our AI workshops. The ideal candidate will have a proven track record in selling workshops to startups, multinational corporations (MNCs), and enterprises. This is a unique opportunity to be part of a forward-thinking company at the forefront of the AI revolution.

Responsibilities:

1. **Lead Generation and Prospecting:** Identify and target potential clients through both inbound and outbound strategies. Build and maintain a robust pipeline of qualified leads.
2. **Client Engagement:** Conduct effective sales presentations, showcasing the value proposition of our AI workshops. Understand clients' needs and tailor workshop offerings to address their specific challenges.
3. **Relationship Building:** Cultivate strong, long-lasting relationships with decision-makers at various organizational levels. Collaborate with the marketing team to develop strategies for customer engagement.
4. **Sales Process Management:** Navigate complex sales cycles, coordinating with internal teams to ensure smooth delivery. Utilize CRM tools to track and manage sales activities and opportunities.
5. **Market Intelligence:** Stay abreast of industry trends, competitor activities, and market demands to refine sales strategies. Provide feedback to the leadership team on customer needs and market dynamics.

Qualifications:

- Prior proven experience in B2B sales, with a focus on selling workshops/training programs is must.
- Strong understanding of the workshop business landscape and its applications across industries.
- Excellent network
- Excellent communication and presentation skills, with the ability to influence and persuade senior executives.
- Ability to work independently and collaboratively in a fast-paced environment.



- Results-driven mindset with a track record of meeting and exceeding sales targets.
- Startup mindset & value system - should have worked for at least 2 yrs in 0-1 startup
- Ideally should have tried to start own venture.

Benefits:

- Competitive salary with performance-based incentives.
- Opportunity to work with a dynamic and innovative team.
- Professional development and training opportunities.
- Flexible work environment.
- If you are passionate about workshops on AI, have a successful sales background, and thrive in a dynamic setting, we invite you to join us in shaping the future of AI education.

Apply now and be part of a company that is driving meaningful change in the business world.

Next steps:

To apply, please fill this [form](#).

