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## Job Title: **Sales & Business Development Manager - AI Software Development Services**

### *About Us:*

[Gradient Advisors](#) is a leading global organization helping startups and MNCs unlock the full potential of artificial intelligence (AI). We bring over 2 decades of experience in AI. *One of our key offerings is cutting-edge AI Software Development Services.* We empower organizations & businesses to stay ahead in the competitive business environment by making the most of tectonic shifts in the AI landscape by developing and implementing AI solutions for businesses and organizations.

### *Position Overview:*

We are seeking a dynamic and results-driven AI Software Development Services sales specialist to join our team as a founding member. 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 Software Development Services business. The ideal candidate will have a proven track record in procuring software development projects from 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 Software Development capabilities. Understand clients' needs and tailor our 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. 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 procuring software development projects is a must.
- Strong understanding of the software development 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 the AI software development cycle, have a successful sales background, and thrive in a dynamic setting, we invite you to join us in shaping the future of AI adoption.

*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](#).

