
Job Title: **Sales & Business Development Lead (Founding Member)**

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 two decades of experience in AI. We empower organizations to navigate the evolving landscape of AI and stay ahead in the competitive business environment. *Two of our key offerings are (1) cutting-edge AI workshops tailored for Boards, CXOs, VPs, and employees across diverse industries. (2) state of the art AI Software Development Services*

While, at one hand, our workshops blend expert insights with practical applications, ensuring that participants gain a deep understanding of AI's transformative potential. On the other hand, we empower organizations & businesses to stay ahead in the competitive business environment in the AI landscape by developing and implementing AI solutions for them.

Position Overview:

We are seeking a dynamic and Outcome-driven Sales Lead 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 L&D offerings and AI software development business. The ideal candidate will have a proven track record in setting up sales machinery from ground zero and grow it, while being bootstrapped. This is a unique opportunity to be part of a forward-thinking company at the forefront of the AI revolution.

Responsibilities:

1. **Setup sales:** Work closely with the founder to defining & executing strategy and build the sales machinery
2. **Lead Generation and Prospecting:** Identify and target potential clients through both inbound and outbound strategies. Build and maintain a robust pipeline of qualified leads.
3. **Client Engagement:** Conduct effective sales presentations, showcasing the value proposition of our offerings. Understand clients' needs and tailor our offerings to address their specific challenges.
4. **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.
5. **Sales Process Management:** Navigate complex sales cycles, coordinating with internal teams to ensure smooth delivery.
6. **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.

Must haves:

1. Entrepreneurial, self-starter, go-getter, fast learner, highly energetic & charismatic, bold & calculated risk taker, fast decision maker, ability to dream big but act small, growth mindset, great storyteller, attention to detail



2. Experience of setting up and running B2B sales, marketing, partnerships and growth machinery from zero
3. Willing to do whatever it takes to make sure the company succeeds.
4. Deeply empathize with our customers and their pain points
5. Above everything, lots of grit, perseverance and patience.
6. The person must be of complementary skill set of the founding team so that collectively the core team is well-rounded
7. Excellent communication and presentation skills, with the ability to influence and persuade senior executives.
8. Ability to work independently and collaboratively in a fast-paced environment.
9. Should embody startup mindset & value system

Good to have:

- 1) Ideally should have tried to start own venture from ground zero during college time
- 2) Excellent network
- 3) Outcome-driven mindset

Benefits:

- Opportunity to work with a dynamic and innovative team.
- 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.
- If you perform very well, the person has a opportunity to be elevated to CEO

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](#).

