Job Description

Designation:	Business Consultant
Department:	Sales
Direct Reporting To:	ABH / BH

Job Purpose:

Business Consultant (BC) will be responsible for generating revenue by selling AABC consulting products to Small & Medium Enterprise (SME) Businessmen. He will be recruiting and handling 25 growth partners in a defined Financial Year for generating the leads for Company's product.

Detailed Responsibilities:	▪ BC will be responsible for recruitment of Growth Partners/Agents and drive business through them. ▪ He/She will be responsible for training and development of the Growth Partners. ▪ He /she will be responsible for getting appointments & carrying out sales meetings along with GP's. ▪ He/she will be responsible for conducting detailed need analysis and identifying challenges at client side. ▪ He/ she will be responsible for solving the challenges of prospective clients with various products of IILD ▪ He/ she will be responsible for payment follow up. ▪ He/ She shall be responsible to follow the sales process and processes given by management/ Branch Head timely. ▪ He/she will be responsible for maintaining various Sales MISs within defined timelines. ▪ He/she will be responsible for doing any other activities as may be deemed of by the Management.
Requisite functional /Personal Skills:	▪ Confident and assertive ▪ Excellent client interfacing skills/ Presentation skills ▪ Strong analytical and negotiation skills ▪ Good listening & Communication skills ▪ Knowledge of various business functions ▪ Well groomed, logical and self-motivated ▪ Proficiency in MS office
Desired Skills:	▪ Ability to work under pressure ▪ Result Oriented

Education	Minimum Graduate/Post Graduate (Preferable) in any discipline.		
Relevant Experience:	6 years		
CTC per annum		**Total Experience:**	10 + years
Will travel?	Yes		
Preferred Domain:	Operations	**PF – Yes / No**	
Preferred Industry	Life Insurance / Real Estate / Industrial Product		
Reference Companies:			
Gender:	Male	**Marital Status:**	Married
Prepared By:		**Date**	
Approved By:		**Date**	