

Job Description

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

About A&A

A&A Business Consulting (AABC) is India's leading consulting company for Small and Medium Enterprises. Founded in 2009, AABC has completed 1500 full-fledged consulting projects assisting businesses achieve organised growth. We have presence in 7 states across India with a network of 18000+ SMEs.

Our team of 300+ professionals serves clients from industries as diverse as textiles, machine tools, apparel, agriculture, engineering, chemicals, food processing, healthcare & pharmaceuticals, telecom, education, BFSI, automobile, construction & infrastructure and FMCG, amongst others.

We have six different consulting practices namely, **Sales (Business), Finance, Branding, Human Resources, Information Technology and Operations (Business Processes)**. Our team of 100+ consultants with varied industry expertise are backed by Subject Matter Experts (S.M.E.) team. Together, they are responsible for bringing measurable changes to clients' businesses.

At AABC, our vision is to assist individuals and organizations to GROW. Remaining rooted to our vision, we completed assisting 1239 businesses grow financially in March 2018. We are working towards our next mission of assisting 2020 businesses grow financially by 31st March 2020. We can foresee the change we want to bring in the SME sector in India. We want to craft the financial destinies of millions of SMEs by assisting them grow in an organized way.

Come, let us grow your business together!

MISSION 2020: We will assist 2020 businesses achieve organized growth by 31st March, 2020.

Vision: To assist individuals and organizations to grow.

Values: Initiation | Innovation | Persistence | Passion | People | Performance

Job Purpose:

Business Consultant – Direct (BC) will be responsible for generating revenue by selling AABC consulting products to Small & Medium Enterprise (SME) Businessmen. BC(D) will be generating leads generating the leads through various sources in a defined Financial Year for Company products.

Detailed Responsibilities:	<ul style="list-style-type: none">▪ BC- D will be responsible for achieving budgeted business from SME clients.▪ He/She will be responsible for ensuring leads are generated and followed up.▪ He /she will be responsible for getting appointments & carrying out sales meetings along with clients.▪ 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 A&A▪ 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 MIS in the ERP 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:	<ul style="list-style-type: none">▪ Confident and assertive▪ Excellent client interfacing skills/ Presentation skills▪ Strong analytical and negotiation skills

	<ul style="list-style-type: none"> ▪ Good listening & Communication skills ▪ Knowledge of various business functions ▪ Well groomed, logical and self-motivated ▪ Proficiency in MS office 		
Desired Skills:	<ul style="list-style-type: none"> ▪ 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:	Sales	PF – Yes / No	
Preferred Industry	Life Insurance / Real Estate / Industrial Product/ Office Automation / B2C/ Telecom		
Reference Companies:	Modi Xerox / Indiamart / Life Insurance Cos. / Telecom company (Corporate Sales)		
Gender:	Male / Female	Marital Status:	Married (Preferred)
Prepared By:		Date	
Approved By:		Date	