

Company : **Cogno AI**

Company Name : **Cogno AI**

Nature Of Business : **IT/Software**

Designation : **Enterprise Sales Associate**

Tentative Job Location : **Currently remote, eventually Mumbai**

The Job requires you to ensure that our products are being sold to the end client (New/Existing) and then maintaining less churn rate for the product that is being sold.

The important set of activities include:

- Description :

1.

Setting up the initial meeting with the right stakeholders.

2.

Establish client relationships through constant follow-ups and discussions/progress updates.

3.

Mapping the right use-cases with the stakeholder for each of our existing clients.

4.

Showcasing the demo of our Products and explaining the use-cases to the clients.

5.

Answering the most common questions related to the Product, use-case, Technical Architecture, Product Security, etc.

6.

Coordinating with various teams within the client - Business, IT, Information Security, etc.

7.

Coordinating with various teams within Cogno AI - Operations, Customer Success, Product, Information Security, etc.

8.

Completing the Sales cycle by getting the Purchase Order and the Contract Agreement signed.

9.

Onboarding new clients, helping with necessary product training and maintaining a profitable relationship with the clients.

10.

Keeping a track of the usage of our Products across our clients.

11.

Identifying the implementations where the usage of the Product is low and that the client is not getting the right Rol.

12.

Identifying what has gone wrong, working with the Client, coordinating with our internal teams to understand the exact reason for the lack of Rol

Other Important Points:

1.

Identify the various use cases of our product for a particular client and target them accordingly. From reaching out to the stakeholder, till the date of invoice completion, you will be the single point of contact with them.
2.

Achieving revenue (MRR) targets.

	Program	AE	BSBE	CE	CHE	CSE	EE	ES	ME	MSE	PHY	CHM	MTH	ECO	DES	IME	CGS	HSS	EEM	MSP	NET	PSE	Stats
	BT	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	--	--	--	--	--	--	--	--	--	--	--	--	--
	BS	--	--	--	--	--	--	Yes	--	--	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	MT	No	No	No	No	No	No	No	No	No	--	--	--	--	--	No	--	--	No	No	No	No	--
	DoubleMajor	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
Eligibility :	dual	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	dualB	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	--	--	Yes	--	Yes	Yes	--
	dualC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--
	Mdes	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--	--
	MBA	--	--	--	--	--	--	--	--	--	--	--	--	--	--	Yes	--	--	--	--	--	--	--
	Phd	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No
	MSc	--	--	--	--	--	--	--	--	--	No	No	No	--	--	--	--	--	--	--	--	--	No
	MSR	No	No	No	No	No	No	--	No	No	--	--	--	--	--	--	No	--	--	--	--	No	--

Cost to Company : **INR 10 LPA**

Package Details : **Fixed component: INR 7 LPA**
Performance Variable: Up to INR 3 LPA

Bond : **True**

CPI CutOff : **0.0**

Bond Details : **6 months; INR 1,00,000**

Medical Requirments :

Resume Shortlist : **True**

Resume Shortlist Criteria: **Skill set**

Aptitude Test: **False**

Group **False**

Discussion:
Technical
Test:
Technical
Interview:
Technical
Interview
Duration:
Number of
Technical
Interview
Rounds:
HR
Interview:
HR
Interview
Duration:
Additional
Information:

False

True

1 hour

2

True

45 mins

Assignment and 1 day Cogno AI experience