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**About the Company**

Acadecraft Pvt. Ltd is a leading EdTech firm with its headquarters in Noida. Organization was established in 2011 and is now one of the leading corporate content service providers in India. Our vision is to disseminate knowledge locally as well as globally in a customer-friendly manner. The organization has been capable of attaining a strong position in the market in an extremely small amount of time.

**Our Services Includes:**

1. Content Development, Textbook Writing, School & College Level assessment development, Student Manual Writing, Teacher Manual Writing, Competitive Level Exam content development, ALT-Text/Accessibility content development
2. Graphics Designing. Book cover page design, Medical Art design, Animation Design
3. Editorial Service, Copy editing, Proofreading, Quality Analysis (QA)
4. Design & Composition
5. E-book Development

**About the role-** **AVP Sales (GOVT.)**

We at Acadecraft are looking for an AVP-Sales (Govt.) executive to shape our sales organization and scale revenue to the next level. Identify business opportunities by identifying prospects and researching and analysing sales options. The ideal candidate will be responsible for architecting a sales strategy and building out a team. The person should be excited by entering into new markets, strategizing next steps, negotiating complex deals and beating the competition in head-to-head opportunities. He should be expertise in govt.tendering and liasoning.

**Key Responsibilities**:

* Identify business opportunities by identifying prospects and researching and analyzing sales options.
* Expertise in interacting with govt.employees for edutech tender.
* Expertise in govt.tendering and liasoning.
* Cold calling to arrange meetings with potential customers to prospect for new business
* On time submission of proposals and tracking for closure of sale
* Meet personal and team sales targets consistently
* Prepare reports by collecting, analyzing, and summarizing information.
* Contributes to team effort by accomplishing related results as needed.
* Keeps management informed by submitting activity and results reports such as daily call reports, weekly work plans, and monthly and annual territory analyses.
* Monitors competition by gathering current marketplace information on pricing, delivery schedules, techniques, etc.
* Well-versed with bidding knowledge of tenders
* Recommends changes in products, service, and policy by evaluating results and competitive developments.
* Forecast sales, develop out of the box sales strategies/models.
* Evaluate customers needs and submit proposals matching the need.
* Research accounts and generate or follow through sales leads
* Report and provide feedback to management using financial statistical data
* Maintain and expand client database within your assigned territory Knowledge on:  
  • Business to Business (B2B);  
  • Researching the market and making the appropriate sale  
  • Right Customer at the Right Time with the Right Terms (RCRTRT)  
  • Presenting the product or service favourably and in a structured professional manner Skills :  
  • The ability, desire and persistent to sell  
  • Track record of achieving / over-achieving targets  
  • Excellent communication  
  • Familiarity with different sales techniques and pipeline management  
  • Computer use competency  
  • Strong communication, negotiation and interpersonal skills  
  • Self-motivated and driven  
  • A positive, confident and determined approach  
  • Resilience and the ability to cope with rejection A high degree of self-motivation and ambition;  
  • The ability to work both independently and as part of a team  
  • The ability to drive against competition and win customers