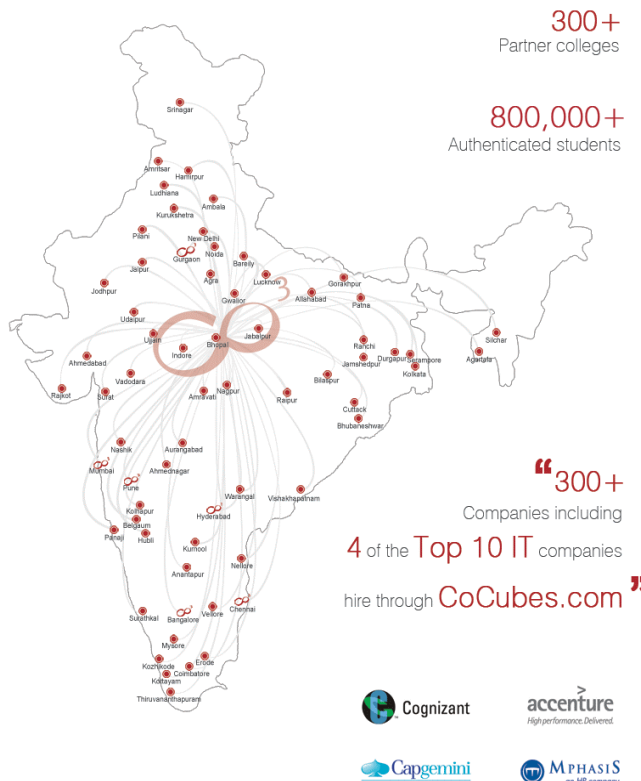


Welcome to a **Career** that will help build a **Career** for every student in India!



Job Description: Corporate Sales Manager

About CoCubes.com



CoCubes.com is **India's largest student engagement and campus hiring platform**, venture funded by NS Raghavan (co-founder of Infosys), founded by Harpreet S Grover and Vibhore Goyal, first year roommates from IIT Mumbai. We are based out of Gurgaon.

CoCubes.com aims to bring a paradigm shift in campus recruitment by bringing all colleges, recruiters, training firms onto a single platform. Our vision is to ensure that **each student in every corner of India gets equal opportunity to build a career** and we believe this is only possible by taking him online and creating a community of authenticated users that is accessible to corporates.

We are the visionaries of this space and an exciting firm to be associated with. We are growing at almost 700% YoY. You can't ask for more!

Some of our notable recognitions include:



[NASSCOM 'Top 10 Emerging Companies' in India, 2010](#)

[RASBIC Award for Innovation in Recruitment, 2011](#)

[Businessworld's 25 Hottest Young Entrepreneurs of India](#)

[TiE- Lumis Partners Entrepreneurial Excellence Awards, 2011](#)

With over 800,000 students on our platform spread across 2000+ colleges from across 26 states, we allow corporates to engage with students with a click of a mouse. To see how we enable student engagement, click on the following links:

- www.cocubes.com/cognizant
- www.cocubes.com/accenture
- www.cocubes.com/aricent#contest_why_join
- www.cocubes.com/patniindia#contest_teamwork

We are a young and passionate team of 80 people and growing (all of an average age of 26!). We have organizational hierarchies only for fixing accountability across people. The Founders, President, Vice-Presidents, Managers and all Associates use similar workstations. **We DON'T have a single enclosed work cubicle in our office!** We believe in **having fun** at work and being 'cool' with a promise to be 'Responsibly Relentlessly Resourceful.'

For more on our Culture and Careers @ CoCubes visit our page <http://www.cocubes.com/hiring.aspx>

Role of Corporate Sales Manager

We currently work with 4 of the top 7 IT companies and some of the top recruiters of the country (<http://www.cocubes.com/partners.aspx>). We have set up a strong base across North, Karnataka, AP, TN, and Maharashtra by working with 200+ corporate and are scaling up our model to new regions. As Corporate Sales Manager, your role would primarily be to plan and meet corporate sales targets in your region. You would also build and grow key account relationships by helping them hire and engage students (through our Corporate Account Managers) from across the country using our technology, knowledge and reach. The position would be based out of any one of the region amongst West, South, North or East and report into the Head, Regional Corporate Sales of the firm. The details of the role requirements are mentioned below.

Primary Responsibilities

- Tap all the SME firms which recruit from campuses in their respective regions by meeting the VP/Head - HR/ Campus Recruitment Head of these firms
- Engage with clients for all campus related activities, bring back feedback to improve our strategy and go back to the market with an improved offering
- Develop high-quality client relationships, strategize and build effective plan for each client to ensure delivery
- New account acquisition as per sales strategy and plans
- Systematic execution of sales processes to meet and exceed the sales and profitability targets
- Support in new sales resources hiring through personal network and referrals
- Support Corporate Account Management unit in nurturing middle to senior level relationships within corporate clients
- Support development and execution of marketing plans as needed
- Reporting and MIS on the sales execution progress and variance from the budgets

Experience

- 2-5 years of technology product sales (B2B) experience
- Consistent track record of meeting and exceeding revenue and profitability targets
- Sale experience to HR professionals (Recruitment related) is preferred
- Domain experience in IT / BPO is a plus.
- Good academic background

Desired Qualifications / Traits

- Solid planning and methodical thinking (taking various external and internal factors into consideration)
- Good business acumen and analytical abilities (including eye for detail)
- Patient listening
- Ability to understand the client's problems and join the dots of how our solution can help them
- Strong written and oral communication skills
- Easily able to build relationship / connect with people
- Maturity and ability to handle stress and demanding client requirements
- Self driven, persistent, action oriented, quick thinker and goal driven
- Is not shy of using technology. Is an adopter of technology herself / himself
- Is willing to travel significantly
- Integrity and professionalism in work

Interested candidates can apply to bijish.babu@cocubes.com. Please keep the title of the mail as "Application for the position of Corporate Sales Manager, <Location>".