Job Description- Business Head

Job Title: **Business Head**

Experience: Minimum 15-20 Years

Age: 40 to 45 years

Type of position: Full -Time

Education Requirement:

Bachelor's or Master's degree in Business, Sales, or related field.

Location: Jaipur

Experience Required:

    Must Have:

- **10–15 years** of experience in Corporate / Enterprise B2B sales (Software or Technology sector mandatory).
- Proven success in handling **large accounts and enterprise-level sales cycles**.
- Strong understanding of **SaaS, software products, compliance technology**, or financial tech preferred.
- Excellent communication, negotiation, and stakeholder management skills.
- Ability to travel extensively as required for business engagements.

Desired to Have:

- Strong analytical mindset and proficiency with CRM tools (Zoho, Salesforce, etc.)

Specific Skills:

- Excellent leadership, communication, and storytelling skills.
- Excellent problem-solving, collaboration, and communication skills.

Job Summary:

We are looking for a highly driven and experienced **Business Head** to lead our enterprise and corporate sales function. The ideal candidate will have deep expertise in **B2B software sales**, client relationship management, revenue ownership, and sales strategy execution. This position plays a critical role in accelerating business growth through strategic partnerships, large account acquisitions, and market expansion.

Job Description:

Sales Strategy & Leadership

- Develop and execute the corporate sales strategy aligned with organizational goals.
- Identify new market segments, business opportunities, and potential partnerships.
- Lead enterprise sales planning, forecasting, and revenue assurance.

Business Development & Revenue Growth

- Drive acquisition of large enterprise clients, government organizations, and channel partners.
- Own high-value deals from prospecting through closure and onboarding.

- Strengthen relationships with key decision-makers (CFOs, CTOs, CXOs, Tax Leaders).

Team & Performance Management

- Build, mentor, and manage a high-performing corporate sales team.
- Set and monitor performance KPIs, ensuring consistent achievement of targets.
- Coach team members on solution selling, negotiation and consultative selling techniques.

Stakeholder Collaboration

- Work closely with Marketing, Product, Customer Success and Tech teams for GTM execution.
- Provide feedback on product enhancements, market requirements, and customer expectations.

Sales Operations & Governance

- Ensure compliance with internal sales processes, pricing, and approval frameworks.
- Manage tenders, proposals, demos, RFP responses and enterprise contracting.
- Track and publish sales metrics, market insights, and competitive intelligence.