



Job Title – Accounts Executive – Hunter (New Business Development)

Industry - Technology, Information, and Internet

Employment Type - Full-time

Location – Any metro (Tier I or Tier II) City depending on business requirements

Job Description

VisaBoard, a leading tech company and disruptor in international education and visa processing, is seeking a proactive and results-driven **Hunter** to focus on acquiring new business customers and channel partners in the assigned territory. The ideal candidate will excel in identifying prospects, initiating conversations, and converting leads into long-term clients through strategic and impactful sales efforts.

Key Responsibilities

Business Development:

- Identify and target new B2B customers and channel partners within the assigned territory.
- Conduct in-depth market research to uncover potential prospects and business opportunities.
- Generate leads through cold calls, networking, and industry events.
- Schedule and attend meetings with prospects to understand their needs and propose tailored solutions.
- Deliver persuasive sales presentations, product demonstrations, and pitches to close deals.

Negotiation & Deal Closure:

- Build and maintain a strong pipeline of prospects, ensuring consistent follow-ups.
- Negotiate pricing, terms, and contracts to successfully close new business deals.
- Achieve or exceed monthly, quarterly, and annual sales targets.

Territory Planning:



- Develop and implement an actionable territory plan to focus on high-priority targets.
- Stay updated on market trends, competition, and industry developments to adapt sales strategies.

Collaboration & Reporting:

- Collaborate with the marketing team to align campaigns and messaging with sales efforts.
- Provide regular updates on lead status, sales activities, and target progress to the sales manager.
- Use CRM tools to track interactions and maintain accurate records of leads and prospects

Skills & Competencies

- Strong prospecting, cold-calling, and lead generation skills.
- Exceptional negotiation and closing abilities.
- Excellent communication and interpersonal skills to engage with diverse prospects.
- Ability to work independently and thrive in a high-pressure sales environment.

Personal Attributes

- Highly self-motivated and goal-oriented.
- Willingness to travel extensively within the assigned territory.
- Strong organizational skills to manage multiple prospects simultaneously.

Qualifications

- Master's degree in Business Administration

Salary and Benefits

- **Salary:** ₹12,00,000 per annum (50% Fixed + 50% Variable - Performance), with applicable taxes as per government regulations.
- Additional fixed 3,00,000 per annum (fixed) if Delhi, Mumbai or Bangalore

- Variable performance pay proportional to target achievement. If above 100% target achievement, performance pay will be in proportion.
- Six months of probation period
- Performance payment will be Quarterly post confirmation of employment