

Marconix Sales Solutions Private Limited

<https://marconix.in/job/b2b-corporate-sales-manager-job/>

B2B Corporate Sales Manager

Description

Roles and Responsibilities :

- Develop and execute business development strategies to drive revenue growth through new client acquisition and expansion of existing relationships.
- Manage a portfolio of corporate clients, ensuring high levels of customer satisfaction and retention through proactive account management.
- Identify opportunities for upselling and cross-selling solutions to existing clients, resulting in increased revenue streams.
- Collaborate with internal teams (e.g. marketing, operation) to develop targeted lead generation campaigns that drive new business opportunities.

Job Requirements :

- 0.5-3 years' experience in B2B corporate sales or similar field.
- Proven track record in client acquisition, onboarding, and retention within the media/entertainment industry.
- Strong understanding of sales principles and ability to generate leads through hunting techniques.
- Excellent communication skills with the ability to build strong relationships with key decision-makers at major brands.

Pay: ₹20,000.00 – ₹25,000.00 per month

Benefits:

- Flexible schedule
- Health insurance
- Paid sick time
- Provident Fund

Ability to commute/relocate:

- HSR Layout, Bengaluru, Karnataka: Reliably commute or planning to relocate before starting work (Required)

Education:

- Bachelor's (Preferred)

Experience:

- Corporate Selling: 1 year (Required)
- B2B sales: 1 year (Required)
- Client Onboarding: 1 year (Required)
- Client Servicing: 1 year (Preferred)
- Lead generation: 1 year (Required)
- Client Acquisition: 1 year (Required)

Work Location: In person

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, Karnataka, India

Base Salary

₹ 20,000 - ₹ 25,000

Date posted

September 21, 2026

