

Customer Development Manager – Google Maps

Description

We are seeking a motivated, enthusiastic, and experienced Google Maps Sales Consultant to join our growing team. In this role, you will be responsible for promoting and selling Google Maps products and services to businesses across various industries. You will collaborate closely with cross-functional teams to develop and execute strategic sales initiatives, expand market share, and drive revenue growth.

Responsibilities

- Identify and develop new business opportunities for Google Maps products and services.
- Establish and maintain strong relationships with key decision-makers in target industries.
- Deliver engaging sales presentations and demonstrations to potential clients, highlighting the value and benefits of Google Maps solutions.
- Collaborate with cross-functional teams, including sales engineers, customer success managers, and product managers, to develop tailored solutions that meet clients' unique needs.
- Achieve and exceed monthly, quarterly, and annual sales targets.
- Provide accurate sales forecasts and timely updates on sales activities using CRM tools.
- Attend industry events and conferences to generate leads, build brand awareness, and stay updated on market trends.
- Maintain in-depth knowledge of Google Maps products and services, as well as industry developments and competitor offerings.

Qualifications

- Experience in sales, business development, or a related role, preferably within the technology or geospatial industries.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, presentation, and negotiation skills.
- Ability to build and maintain strong professional relationships with clients and partners.
- Knowledge of Google Maps products and services is a plus.
- Willingness to travel as needed.

Hiring organization

Tatvic Analytics

Employment Type

Full-time

Job Location

NCR/Bangalore

Date posted

June 1, 2023

- Experience selling SaaS or geospatial solutions to businesses.
- Strong understanding of the competitive landscape in the geospatial industry.
- Familiarity with CRM tools.