

About Us:

Are you ready to be part of an exhilarating journey with an innovative, high-growth startup backed by the prestigious Hero Group, one of the nation's largest and most esteemed business conglomerates?

Hero Vired is your opportunity to join a premium learning experience that offers cutting-edge industry programs and world-class partnerships, shaping the trailblazers of tomorrow.

At **Hero Vired**, we firmly believe in the potential of every individual to achieve greatness. Leveraging the unparalleled expertise and legacy of the Hero Group, our mission is to revolutionize the learning landscape.

Through immersive, industry-aligned programs, we empower learners with the knowledge, skills, and insights they need to turn their aspirations into tangible accomplishments. Our focus is to disrupt and reimagine traditional university education and upskilling for working professionals, achieved through impactful online certification and degree programs.

The illustrious Hero Group, boasting a diverse portfolio of businesses with a combined value of US\$5 billion, spans sectors such as automotive manufacturing, finance, renewable energy, electronics manufacturing, and education. Under the umbrella of the Hero Group (BML Munjal family), you'll find renowned names like Hero MotoCorp, Hero FinCorp, Hero Future Energies, Rockman Industries, Hero Electronix, Hero Mindmine, and BML Munjal University.

Job Title: Business Development Manager(B2B)

Department: B2B Sales

Location: Delhi (Lado Sarai)

Job Type: Full Time

Work Type: Work from office

Role Overview:

We are looking for a dynamic and results-driven **Business Development Manager (B2B)** to expand our corporate client base. The candidate will play a pivotal role in acquiring new business opportunities and ensuring long-term relationships through repeat business with existing clients.

Key Responsibilities:

1. **Business Development:**
 - Identify and acquire new corporate clients for Hero Vired's B2B upskilling programs.
 - Develop and execute strategic plans to penetrate target markets and achieve sales goals.
2. **Client Relationship Management:**
 - Build and nurture strong relationships with corporate clients to ensure satisfaction and retention.
 - Act as the primary point of contact for key accounts, addressing their needs and concerns promptly.
3. **Sales and Revenue Growth:**
 - Meet or exceed monthly and quarterly revenue targets through new and repeat business.

- Proactively identify opportunities for cross-selling and upselling Hero Vired's offerings.
- 4. **Market Analysis:**
 - Conduct market research to identify trends, customer needs, and competitive insights.
 - Provide inputs to the product team and Learning to align offerings with market demands.
- 5. **Collaboration:**
 - Work closely with internal teams (delivery, marketing, product, learning and faculties) to ensure seamless program implementation for clients.

Qualifications:

- Bachelor's degree (MBA preferred) with 5+ years of experience in B2B sales or business development, preferably in the Ed-Tech, training, or corporate services sector.
- Proven track record of achieving and exceeding sales targets.
- Strong understanding of corporate learning and development needs.
- Exceptional communication, negotiation, and relationship-building skills.
- Self-motivated, proactive, and result-oriented mindset.
- Prior Ed- Tech experience will be a plus.

Why Join Us?

- Opportunity to be part of a fast-growing organization reshaping the future of workforce training.
- Join a part of the prestigious **Hero Group**, known for its legacy of innovation, quality, and excellence.
- Collaborative work culture with ample opportunities for professional growth.
- Competitive compensation and performance-based incentives.