

1.Account Manager

General information

Country

India

City

Bengaluru/Hyderabad/Gandhinagar/Delhi/Kolkatta

Department

Sales

Job ID

37835

2. Business Development Representative, Associate

General information

Country

United States

State

Minnesota

City

St. Paul

Department

Sales

Job ID

38019

Description & Requirements

Business Development is the start of an incredible career journey in sales and is an integral part of the continued success and growth of Infor. This position is key in driving new business for our sales organization. At Infor, we provide the best sales training ground that enables you to enhance your skills and accelerate your career trajectory.

A Day in The Life Typically Includes:

- Own and drive a specific industry/region to discover net-new opportunities.
- Identification and multi-channel engagement with our buyers through phone, email, and social media.
- Advanced prospecting within your target industry/region by reaching out to companies who have displayed demographic or behavioral buying signals.
- Work alongside our intelligent tech stack to drive success: Salesforce, Outreach, ZoomInfo and many others. Build strong

alignment with the different stakeholders within Infor, specifically in sales & marketing.

- Lead on innovation and demonstrate creative destruction to turn your ideas into initiatives that will benefit the global organization.

Required skills:

- Internal and external English communication skills including oral, written, presentation, and active listening.
- Knowledge of Microsoft applications.
- Legal authorization to work permanently in the United States for any employer without requiring a visa transfer or visa sponsorship now or in the future.

- Preferred Qualifications:
- Previous sales or business development experience.
- Collaboration skills and ability to work successfully with teams to build professional relationships.

3. Business Development Representative, Associate

General information

Country

India

City

Mumbai Bengaluru/Hyderabad/Gandhinagar/Delhi/Kolkatta

Department

Sales

Job ID

37714

Description & Requirements

Business Development Representative, Associate

Mumbai, India

Key Responsibilities

Business Development is the start of an incredible career journey in sales and is an integral part of the continued success and growth of Infor. You will play a key role in driving new business for our sales organization. At Infor, we provide the best sales training ground, that enables you to enhance your skills and accelerate your career trajectory.

- Owning & driving a specific industry/region to drive discovery of net-new opportunities.
- Advanced prospecting within your target industry/region by reaching out to companies who have displayed demographic or behavioral buying signals

- Identification and multi-channel engagement with our buyers through the phone, email, and social media.
- Working alongside our intelligent tech stack to drive success (Salesforce, Outreach, ZoomInfo and many others)
- Build a sustainable pipeline focusing on quality. Quantity is nothing without quality!
- Generate highly qualified opportunities with the propensity to close
- Building strong alignment with the different stakeholders within Infor, specifically in sales & marketing.
- Lead on innovation and demonstrate creative destruction to turn your ideas into initiatives that will benefit the global organization.

Essential Duties:

What does the ideal Infor BDR look like?

- Native/Bilingual in Marathi & Hindi and full proficiency in English.
- Good interpersonal, negotiation and persuasive skills
- Strong organizational skills
- Competitive, collaborative and innovative
- Energetic team player
- Basic understanding of technology tools

Basic Qualifications:

What will you get?

- A best-in class and structured onboarding program and daily support from a mentor who will ensure you ramp-up successfully.
- Strong company investment in different career paths that fit your skills and help you reach your full potential
- Grow in a global & multi-cultural work environment where the strength of the team is each individual member, and the strength of each member is the team
- Acquire industry leading prospecting skills with the most modern prospecting tech stack (Sales engagement platform, conversation Intelligence, intent technology, and more)
- Become an industry cloud expert and practice in having business, outcome focused conversations
- Learn how to think like an entrepreneur to drive growth and success
- Participation in digital or face to face sales engagement.

About MAAPAI

MAAPAI is an upcoming leader in business cloud software products for companies in industry-specific markets. MAAPAI builds complete industry suites in the cloud and efficiently deploys technology that puts the user experience first, leverages data science, and integrates easily into existing systems.

Over 6,000 users worldwide rely on MAAPAI to help overcome market disruptions and achieve business-wide digital transformation.

Our Values

At MAAPAI, we strive for an environment that is founded on a business philosophy called Shanaya™ (AT™) and eight Guiding Principles: integrity, stewardship & compliance, transformation, principled entrepreneurship, knowledge, humility, respect, self-actualization. Increasing diversity is important to reflect our markets, customers, partners, and communities we serve in now and in the future.

We have a relentless commitment to a culture based on Shanaya. Informed by the principles that allow a free and open society to flourish, Shanaya™ prepares individuals to innovate, improve, and transform while fostering a healthy, growing organization that creates long-term value for its clients and supporters and fulfilment for its employees.

Infor is an Equal Opportunity Employer. We are committed to creating a diverse and inclusive work environment. Infor does not discriminate against candidates or employees because of their sex, race, gender identity, disability, age, sexual orientation, religion, national origin, veteran status, or any other protected status under the law.