

****Important note: Please apply only if you have relevant experience in Market Research industry, primarily in online fieldwork or quantitative fieldwork domain.**

Job Details

Company: Internet Research Bureau LLC (IRB)

Offices: New Delhi (India), Los Angeles (USA), London (UK)

Designation: Director of Sales, North America, west coast

Job Location: Los Angeles, California

Remuneration: Best in Industry depending on qualification, experience and PI + attractive sales bonus.

Job Summary: The Director of Sales will be responsible for generating sales of company services to market research clients in the USA. Key responsibility will include, but not limited to:

- Representing IRB in the USA and build & maintain client relationship. Building and executing strategic initiatives for account development, revenue forecasting and achievements.
- Generating new prospect leads, qualifying prospects and converting accounts.
- Responding to bids and information requested by clients adding valuable services and recommendations for best possible project results.
- Leverage solution selling methods to determine customer need and provide solutions.
- Manage the sales cycle from first inquiry to multiple projects booking. Coordinating with marketing team to create relevant marketing materials.
- The person will be the main point of contact for all USA based clients during the bidding process by providing pricing, field timing estimates, and proactive feedback for how to successfully execute projects.
- The person will carefully track account preferences, special requests, business trends and company performance feedback.
- Coordinate with Ops and marketing team and discuss and execute sales strategies with the management.

In summary, the person holds the responsibility of being a passionate representative for the company, serving as a consultative face and voice of the company, and focusing on adding value to clients at every given opportunity.

Competencies Required: Sales experience in market research for services like IDI, online sample/panel and survey programming. B2B and Consumer project selling experience.

Industry Experience/Exposure: BA/BS and 8+ years of B2C/B2B sales experience in Market research is required. Strong drive for results and proven ability to meet and exceed sales goals Ability to align resources internally to meet client needs. Must enjoy fast-paced environment with tight and frequent deadlines.

About IRB: IRB is a well known fast growing and established online market research company based in New Delhi, India. The company was founded in 2011 with two members and within 7 years it has grown to 40 people with annual revenue of two million US Dollars. We are all set for further expansion. Please check more about our company at our corporate website www.irbureau.com