

Influencer Marketing Manager

Noida, Uttar Pradesh, India · 17 hours ago · 1 applicant

✓ On-site

✓ Full-time

1 of 7 skills match: Digital Marketing

 Easy Apply

Save

About the job

We're Hiring: Client Acquisition Manager – Drive Growth and Close Deals!

Location: Noida

Experience: 3-5 Years

Salary: ₹3 Lac - ₹4.5 LPA

Immediate Joiners Preferred?

Are you a driven, persuasive, and results-oriented sales professional who thrives on building connections and closing deals? We're seeking a Client Acquisition Manager to join our dynamic team at Viral Bulls, where you'll play a key role in expanding our client base and driving revenue growth.

Why Viral Bulls?

- **Growth-Focused Environment:** Be part of an agency that's scaling rapidly and values innovation.
- **Exciting Clientele:** Work with diverse brands across industries, creating impactful marketing solutions.
- **Autonomy & Support:** Enjoy the freedom to develop strategies while having the full support of our leadership team.
- **Attractive Incentives:** Competitive base salary plus performance-based bonuses.

Key Responsibilities

- **New Client Hunting:** Proactively identify and pursue new business opportunities across industries.

- **Sales & Outreach:** Conduct cold calls, send proposals, and manage follow-ups to convert leads into clients.
- **Client Meetings:** Schedule and attend meetings (in-person/virtual) to pitch our services and build strong client relationships.
- **Closing Deals:** Take ownership of the entire sales cycle – from lead generation to contract signing.
- **Target Achievement:** Consistently meet or exceed monthly and quarterly sales targets.
- **Market Research:** Stay updated on industry trends and identify potential areas of growth.
- **Collaboration:** Work closely with the internal creative and delivery teams to craft tailored pitches and solutions.
- **Leverage prior experience in B2B markets** to identify, approach, and secure high-value clients, ensuring long-term partnerships.

Qualifications

- **Experience:** 3-5 years in sales or client acquisition, preferably in a marketing or advertising agency.
- **Skills:** Strong negotiation, communication, and presentation skills.
- **Driven by Targets:** Proven track record of meeting/exceeding sales targets.
- **People Person:** Ability to build rapport quickly and maintain long-term client relationships.
- **Resilient:** Persistent in follow-ups and thrives in a competitive environment.
- **Tools:** Experience with CRM tools, LinkedIn prospecting, and digital sales platforms is a plus.
- **Education:** Degree in Business, Marketing, or a related field.

Ready to Drive Success?

If you're passionate about sales, love the thrill of closing deals, and are ready to take on a challenging yet rewarding role, we'd love to hear from you!