

ABOUT MYABHYAAS

MyAbhyaas, an online marketplace for professional courses, aims to leverage technology to provide personalized learning to students and professionals.

We are a group of knowledge professionals with strong focus on developing the ability to learn and excel. We believe excellence in education provides a level-playing field to millions of youth, especially in the current era of cutthroat competition. At MyAbhyaas, we combine the power of Internet and technology to create personalized learning techniques to help students enhance their skills, improve their learning abilities and emerge as competent professionals. MyAbhyaas facilitates step-by-step evaluation and enhancement of technical and conceptual capabilities.

ABOUT THE POSITION

We are looking for a high-performing **Business Development** professional to help us meet our ambitious customer acquisition and revenue growth objectives. As Head of this key vertical, you will be responsible for developing and executing all key sales growth strategies, tactics and action plans required to achieve your financial targets.

JOB SPECIFICATION

- Position : **Head – Business Development**
- Location : Mumbai
- Reporting To : Chairman

KEY RESPONSIBILITIES

Assume leadership role to help the founder establish a high performing and effective business development function.

- Establish an effective business development process and team
- Develop and execute strategic plan for business growth in India, Africa and the Middle Eastern markets
- Understand competitive landscapes and trends, contribute to tactical decisions to help growth in strategic direction
- Own and exceed annual sales targets
- Attract and retain high performing business development personnel
- Develop and execute strategic plan to expand the company's customer base
- Build and maintain strong, long-lasting customer relationships
- Effectively communicate the value proposition through proposals and presentations

POSITION REQUIREMENTS

- Proven sales experience, consistently meeting or exceeding targets
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to articulate the distinct aspects of products and services and position them against competitors
- Demonstrable experience in developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Demonstrated ability to manage workflow and resources
- MBA or equivalent with 10+ years of relevant experience
- Pro-active and highly motivated
- "Do what it takes" attitude to meet aggressive deadlines

1 MYABHYAAS EDUCATION SERVICES PRIVATE LIMITED

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