



Job Description form details

Job title – Corporate Sales Manager; Full time at our Nariman Point, Mumbai office

Division – NA

Number of vacancies - 1

Experience requirements –

- Minimum 5 years of experience in sales/ business development/strategy/marketing
- Passion to work/prior experience in the education space
- Have a proven track record of achieving sales targets.

If you thrive in a fast-paced, high-energy environment, are an independent worker, enjoying taking risks, have business analysis skills and enjoy working with technology, we would love to hear from you.

Here is your chance to work with a start-up and learn and grow with an early-stage venture.

Job description –

Reach Education Pvt. Ltd. is an educational services firm based in Mumbai, India. We are a start-up founded by HBS (MBA'2010) and CMU (Tepper'2003) alum Vibha Kagzi and focus on the higher education space in India.

Currently, we are successfully operating 2 business verticals, one which is focused on counseling students targeting top-tier schools internationally as well as professionals and another that is focused on providing high-quality in-house and external, partner content to students and professionals.

We are assessing various incremental business models and ideas in the education space and are looking for a sales lead to help ideate, build and execute highly scalable business venture ideas with technology as the back-bone of the business.

Role and responsibility –

1. Evaluate and understand the nuances of our current business vertical
2. Prepare a blue print of new businesses, performing market research, numerical analysis and an in-depth study of the market





3. Closely map competitor market to keep on top of any new services/ product launches/ in the education and ancillary space.
4. Interact , build and maintain relationships with key stakeholders in the education space
5. Meet the targets set for the month, quarter and year.
6. Ability to complete the sales cycle from lead generation, fixing meetings and closing the sale.
7. Maintain the necessary documentation required.
8. Be the central point of contact for all contacts generated.
9. Work closely with the Chief Partnership Officer based in California.

As a full time member of the organisation, you enjoy the following perks -

1. You will be interacting with very high quality individuals in the education space
2. Our events take place in the best venues of the country
3. You have access to personal networks of our team members ie Harvard Business School, Carnegie Mellon, Columbia Univeristy - faculty and alumni
4. As an early member of the team, you shape the foundation and vision of the company
5. You can attend events organized by Harvard Club, Asia Society, FICCI and others since the Founder is a member at these organizations
6. We do not just exist in the virtual space, we change lives!

Compensation -

Will be determined on a case by case basis depending on the individuals skill set and experience. Potential for revenue share. Can also be converted to a field study for course credit. We are very flexible!

To Apply -

Complete this brief form - <http://goo.gl/forms/DWBy8Kja4I>

We look forward to hearing from you.

Vibha Kagzi,

CEO & Founder, Reach Education Pvt. Ltd.

