

Finitiatives Learning India Pvt. Ltd (FLIP)

Position	Manager-Business Development (B2B)
Job Description	<p>FLIP sells both to B2B and B2C. Currently, we are looking for Managers for B2B business, which is divided in to:</p> <ul style="list-style-type: none">○ B2B (Educational Institutions): In this role, you will have a P&L target, for the Educational Institutions vertical. This covers:<ul style="list-style-type: none">- Sales of FLIP's programs, to graduate (B com, BE, BBM) and MBA colleges, pan-India- Tie ups with Financial Institutions for in-college training and recruitment models○ B2B (Banks, FIs, IT, etc.): You will have P&L responsibility for B2B sales (both training & recruitment solutions)<ul style="list-style-type: none">- For banks, NBFCs, IT companies, KPOs, and corporates- Building online/offline channel partners for B2B business <p>You will be responsible for both revenues and direct expenses. As the business grows, so will your income, responsibilities and team size. It's a tremendous learning opportunity</p>
About Finitiatives Learning India Pvt. Ltd	<p>A senior IIM alumni startup, Finitiatives Learning India Pvt. Ltd (FLIP: www.learnwithflip.com) offers India's largest range of e-learning and certifications in Banking & Financial Services (BFS). We've pioneered the eLearning model in this space; as a young company, we've created India's only private, industry endorsed certification brand in BFS. We've crossed ~ 25000 young professional users – in 4.5 years</p> <p>We are a solid, proven, hugely scalable startup; we have a first mover advantage, with exciting adventures planned; that's where you come in</p> <p>We are based mainly out of Mysore, though our team of 30+ is from across India. You will initially be based out of Mysore; a final (4-6 months) location can be either Mumbai or Mysore</p>
Added Skillset	- High intelligence , with creativity in thought

	<ul style="list-style-type: none">- Hunger to achieve – persistent, don't give up easily- Comfort with, or a willingness to learn about the BFS space
Qualification	MBA in Marketing / Dual MBA (Marketing & Finance)
Location	Mumbai & Mysore
Compensation	Competitive, as per industry standards
Work Experience	Having 2-4 years of relevant experience is preferred
Contact Person	Interested candidate may send their resume on " careers@learnwithflip.com " / " prajwali.wc@learnwithflip.com " or call on 09482167023