

SkillWiz

Position	Business Development Manager
Job Description	<p>SkillWiz is currently looking for people who are passionate about building a business, energetic, bold and not afraid of rolling up their sleeves to taste success. We need people who are keen on being part of a small, young and dynamic company, in one of India's fastest growing sectors-The Talent sector. Currently, the work will entails coping out business opportunities (Colleges, Corporates and other Partnerships) in the respective regions and meeting with the key decision makers in these institutions to get their students/ Users signed up with Skillwiz.</p>
Roles & Responsibilities	<ul style="list-style-type: none">• Acquire colleges/corporate in the given state/region• Drive sales related activities and pipeline building efforts to ensure achievement of revenue and user targets• Must have the stature and confidence to interact directly with Directors/Chairmen and build trust and confidence with them• Must be capable of learning and talking the right language with customers• Should be able to own deliverables and commitments and need minimal supervision• Taking ownership for entire sales lifecycle – from Leads to Closure• Maintain a strong pipeline to ensure all opportunities are captured• Work with marketing for campaigns, events and collaterals to support sales activities and plans• Be interested in marketing – creating demand

<p>About SkillWiz</p>	<p>SkillWiz (www.skillwiz.com) is an online market place for skills. We measure people’s functional skills and tell them where they stand in the work force today, by comparing and ranking those skills in a private manner. We’re able to match a person’s skills with suitable industry opportunities.</p> <p>We are investor funded by Mumbai Angels and Singapore based investor. Through our software and use of data analytics, we’re helping people solve day to day career problems. Founded by people from IIT and ISB with 20+ years of combined industry experience, this startup is growing very fast and is looking for only world class team members to build an industry- disruptive online marketplace.</p>
<p>Additional Information</p>	<p>Candidates will be working directly with the Co founder, who is also head of Sales and Marketing.</p> <p>He is a MBA from ISB (Hyd) and has worked in the industry for 10 years in the advertising/media and telecom sector</p> <p>Candidates will have direct access to the company’s founding team on a daily basis and you will be a part of the decision making product team</p> <p>SkillWiz has 2 offices in Bangalore and you will most probably be working out of the office on Sarjapur Road. The team works closely together. Decisions are made fast. Execution is done even faster.</p> <p>Compensation will be industry competitive and most probably, the best-in-class</p> <p>We are developing industry-changing products, which we have built from scratch, with original thinking and gusty decisions</p>
<p>Qualification</p>	<p>MBA / PGPM</p>
<p>Additional Skillset</p>	<p>Additional skill in Data Mining & Local Language Knowledge would be a plus point</p>

Location	South & West India
Compensation	4-8 LPA
Work Experience	Prior work experience of 1-4 years preferred
Contact Person	Interested candidate may send their resume to " smjobs@skillwiz.com " Please write and explain why you would like to join SkillWiz.