

Limetray

Position	Area Business Manager
Job Description	<ul style="list-style-type: none">• Play an integral role in new business pitches and hold responsibility for the effective onboarding of new clients• Responsible for the development and achievement of sales through a direct sales channel• Focusing on growing and developing existing clients, together with generating new business• You will act as the key interface between the customer and all verticals in the company.
Skills Required	<ul style="list-style-type: none">• Previous experience in Account Management or Territory Sales and display an attitude that is key to success• Strong account management and relationship building skills• Experience of managing major national accounts at head office level• Highly self-motivated
About Limetray	<p>Limetray is a young product focused start-up which provides web-presence and online marketing solutions to F&B businesses. The founding team consists of ISB, NSIT alumni & has strong-domain knowledge having built the biggest online food ordering portal in the past. Lime Tray counts very successful internet entrepreneurs as its angel investors & advisors. We have recently raised funds from Matrix Partners, a 2.4 billion dollar global Venture Capital firm.</p> <p>Limetray is defined by our insistence on providing an unparalleled customer experience. All of our team members are charged with bringing creativity, honesty, and intellectual rigor to their responsibilities in a never-ending quest to delight our customers. We have high expectations of each other and work as a team to build things we are all proud of. That mind-set, along with our execution, has allowed Limetray to have 250+ clients in a short span of time.</p> <p>Know more about us at: angel.co/limetray</p>
Qualification	PGPM/MBA
Location	Delhi, Mumbai, Bangalore
Compensation	Competitive, as per industry standards
Work Experience	Prior work experience of three years is preferred
Contact Person	Interested candidate may send their resume to Ms. Fizza Feroz on " fizza@limetray.com " or on " joinus@limetray.com "