

CORPORATE ENGAGEMENT MANAGER (SALES & SERVICING)

LOCATION: BANGALORE



YOUR 1-STOP SPORTS PLATFORM

www.playo.co



Playo is a 1-stop platform for sports that connects sports enthusiasts, facilities, academies, organizers and brands. Launched by IIM and CISCO alumni in May 2015, we are mobile-first with Android and iOS apps and 1+ Million users. We are maniacal about our product and user experience which is reflective of the 4.5+ ratings on Play/App Stores coupled with insanely high repeat usage. Live in 7 cities across India and UAE, our aim is to build a first of its kind sports community platform for the world...proudly and humbly - Made in India.

Roles and Responsibilities:

We are looking for an energetic and dynamic person to manage engagements, including sales and servicing, with corporate clients at Playo. The person will be responsible for sales to corporates clients of various offerings like intra-office sports days, corporate voucher programs and other bundled wellness offerings. In addition, the person will also be responsible for servicing of the clients to ensure delivery of their requirements. For a better flavor on the role – visit <https://playo.co/corporate-offerings>. The person will report directly to the senior management of Playo on this role.

Requirements:

- 2-4 years' experience in Enterprise Sales and Servicing in a B2B role
- Strong written and oral communication skills in English
- Strong presentation skills and proficient with PowerPoint
- Strong interpersonal skills and high levels of empathy
- Experience in networking and selling to the Chief HR roles would be an added advantage
- A background from sports/events management company would be an added advantage

Remuneration & Perks:

In line with industry standards with an opportunity to earn additional performance-based incentives and partake in the company's stock option pool. Insurance benefits, the occasional beers and of course dollops of TT, Football, Badminton, Carrom, Basketball and Cricket.

Next Steps:

Believe you have what it takes to join us on the playfield? Then, drop us a line on careers@playo.co along with your **resume, cover letter, current and expected CTC**. Please do highlight your motivation for this role as well as your qualifications/skills to convince us that you're the best person to take the field for this position.

Also, please do check out our app at www.playo.co/download, before you reach out to us – we would absolutely love some fresh ideas and critique.