

BUSINESS DEVELOPMENT MANAGER

MUMBAI



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 over 1 mn users. We are maniacal about our product and user experience which is reflective of the 4.6+ ratings on Play/App Stores coupled with insanely high repeat usage. Live in India and the UAE, our aim is to build a first of its kind sports connect platform for the world...proudly and humbly - Made in India.

Roles and Responsibilities:

We are looking for a young, energetic and dynamic person who knows how to create and maintain rapport with our partners and likes traveling on a regular basis. You will report directly to the Chief Operating Officer on this role. Your role will specifically include:

- **Pre-Sales:** Identification and outreach to new partners (venues and event organizers), including communicating our core value proposition to potential partners along with a demonstration of our software solutions.
- **Post-Sales:** Ensure effective onboarding of the partner on our platform including configuration of and training on the software solution.
- **Activation:** Ensure effective post-onboarding adoption of the platform through continual engagement with the partners and suitable marketing activations at the partner venue.
- **Account Management:** Continually meet with the management of the various sports complexes and maintain a strong relationship with them. You will be responsible for getting queries from the partners related to Playo's products resolved effectively.

Requirements:

- **Fluency in English & Hindi is a must. Fluency in Marathi would be preferred**
- 1-3 Years of Sales/Operations/Account Management experience
- Bachelor's degree in any specialization

Remuneration & Perks:

Commensurate with experience and work requirements with an opportunity to partake in the company's stock option pool & company health insurance. Free insurance, lunches, the occasional beers and of course loads of TT, Football, Badminton and Carrom.

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.