

Manager/ Senior Manager Business Development (Bangalore)

As we look to scale our efforts in 2023 and beyond, we're looking for a Sales and Marketing Head who's passionate about developing marketing opportunities and implementing innovative sales plans.

You'll be a good fit at Schoolnet if:

You are passionate about democratizing access to education using technology to create meaningful impact on a scale. You're intellectually curious and a team player. You are a firm believer in taking ownership of your work, while supporting other colleagues to help the organization grow and strive for excellence.

Responsibilities:

- Develop & manage P&L of Rs 30-100 Crores + comprising digital products and services.
- Design & execution of marketing campaigns
- Monitoring performance of sales and marketing activities
- Preparing reports based on key metrics for senior management.
- Conducting research to identify new markets, assessing market fit, and customer needs.
- Developing and executing go-to-market and operational strategies to achieve business goals.

Desired experience for Manager Sales

- Understanding of K-12 Ed-tech domain
- Understanding of B2G and CSR business process
- Relationship Management Skills with Public Sector Officials
- Knowledge of Procurement process of Public Sector and Pvt Sector

Salary Range:

Industry standard

About Schoolnet Group

We are leading EdTech service provider to the K12 segment and offer a wide range of outcome-focused innovative solutions that bring quality learning within everyone's reach.

Together with our partners and subsidiaries, we envision, create, and implement solutions spanning education, employability, and employment. In the last 25 years, we have empowered 25 millions of students, teachers, and youth in India and outside with life-improving capabilities.

We provide synchronized In-School and After-School digital solutions to K-12 schools, as well as students, in the Middle and Bottom of the Pyramid (MBOP). Through our subsidiary Learnnet Skills, we offer skills training programmes for inclusive growth for students in school, unemployed youth, trainers, and the existing workforce leading to employability, employment and/or productivity enhancement.

