

## CORPORATE SALES MANAGER

LOCATION: BANGALORE



YOUR 1-STOP SPORTS PLATFORM

[www.playo.co](http://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 ~2 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 50 cities across India, UAE, Qatar & Australia, our aim is to build a first of its kind sports community platform for the world...proudly and humbly - Made in India.

### **The Opportunity:**

We are looking for a go-getter to spearhead sales and engagements with variegated business partners. If you have a penchant for concept selling & building relationships and want to put your persuasive skills to making the world a healthier-n-happier place, then U2 are the one we're still looking for. (In full disclosure, a sports buff would naturally enjoy an unfair advantage at Playo)

### **Responsibilities:**

- Build & foster revenue-led partnership opportunities with business clients in areas such as corporate wellness, team building activities, advertising/brand activations, cross-selling initiatives, etc.
- Maintain a great customer experience while ensuring campaign objectives are executed and delivered in a timely manner in coordination with relevant internal teams

### **Requirements:**

- 3-4 years of experience in B2B sales & client servicing
- Mutant-level communication and interpersonal skills (spoken and written)
- Extraordinary presentation and spreadsheet skills
- Great planning and multi-tasking skills

### **Next Steps:**

Believe you have what it takes to join us on the playfield? If so, drop us your pitch on [careers@playo.co](mailto:careers@playo.co) and tell us why you believe you are best suited for this role.