

Dear Job Aspirant,

We wish to connect with you for the position of Assistant Manager - Sales.

Designation: Assistant Manager - Sales

Qualification: Any Graduate

Location: Mumbai

Experience: 6+ years

Company Profile:

ProTeen is an integrated digital platform to guide students through the process of selecting an academic stream, identifying their interests and aptitude, and enabling skill development required for 21st century employment. Designed for both high school and college students, ProTeen is the essential first step towards becoming career ready.

As a leading global digitally enabled career guidance platform, ProTeen understands the importance and challenges while making a career choice. We provide solutions designed to strengthen all dimensions of awareness crucial to picking an integrated academic and career path. We are part of **NEAT 2.0**, an initiative by the **Ministry of Education (Govt of India)** and **AICTE** (All India Council of Technical Education).

You can find more details on www.proteen.com

ProTeen is a UNIDEL company. UNIDEL, founded in 1973, is a technology group focused on sectors being reshaped by automation. UNIDEL serves global customers with disruptive technology solutions across the Industrial IoT, FinTech, and EdTech segments.

Roles & Responsibilities:

- Responsible for acquisition of new schools in the designated territory
- Key account management of schools through relationship building and providing product consultation to key stakeholders (management, principal, teachers, parents, students)
- Ensure that all services are delivered efficiently and product usage at schools are effective

- Ensure response time to schools is very high. Utilise ProTeen's resources and coordinate with internal teams for excellent service delivery to schools
- Be cognizant of market and competitor intelligence. Share market learnings with Product and Marketing teams
- Ensure profitable growth in sales through effective planning & execution for both short and long term
- Support Sales leadership in forecasting annual, quarterly and monthly sales goals

Education and Experience:

- Bachelor's/Master's degree from a recognized university in India or abroad
- 5+ years of prior experience in B2B sales

Desired Candidate Profile:

- The candidate comes from an Edtech background (preferred)
- Experience in B2B sales
- Excellent verbal and written communication
- Extensive experience of travel and knowledge of the region would be a distinct advantage
- Experience of achieving revenue target and interaction with clients (schools) directly

If you find the above job opportunity is suitable to your profile, kindly share your updated CV to careers@proteen.com

Regards,

HR Team, ProTeen

Website - www.proteen.com