

OB DESCRIPTION			
I. JOB DETAILS			
Job Title	Growth Manager		
Function	Business Development	Location	Noida
Direct Reporting to:	Director	Matrix Reporting to:	Chief Executive Officer
Staff Supervised	Direct Reports: NA	Matrix Reports:	1
Job Titles of Direct Reports	Business HR		

I. Brief Introduction:

Vision India is a Business Conglomerate having three evolved business verticals - Staffing, Skilling & Advisory Services. With a 32000 associate base and 105+ Indian, MNC and Government of India/ State(s) entities proudly listed in our clientele, we offer an assurance of our proven credentials & differentiated service propositions across all the lines of our business to the clients across the country, APAC, Europe & Americas. We adorn ISO 9001, ISO 21001:2018, ISO 10002, ISO 14001, ISO/ IEC 20000, ISO 27001, ISO 26000 and OHSAS 18001 Certifications and sustain unwavering focus on delivering quality services to our Clients enabling them to achieve Business Goals with cost efficacy.

It has recorded consistent growth in the top line over the last years & stands proudly at INR 150 Crores for the year 2021-22, registering a 21% CAGR. It is poised for a much sharper top line growth in the forthcoming years riding on the projects commissioned in the last year besides the strong fundamentals on Staffing, Skilling & Advisory businesses.

II. JOB PURPOSE
The primary responsibility of the Growth Manager role is to identify opportunities and develop relationships with corporate and Government in the sphere of Manpower Outsourcing, Staffing, Skilling, Training & development as well as Advisory Services. Drive Revenue & Margin growth through new client acquisition through execution of key account strategies and building long term business relationships.

III. KEY RESPONSIBILITIES

- Revenue & Margins from New client acquisition.
- Potential client mapping
- Track and monitor key competitor strategies
- Identifies and cultivates prospects and/or clients
- Initiates and follows up on new business opportunities.
- Leads new business meetings and closes agreements.
- Leverages the organization’s relationship with existing Corporate and Government accounts for identifying cross sell opportunities.
- Develops and maintains relationships with HR Heads & Procurement Managers.
- Responsible for end to end sales: lead generation to closure and post closure relationship management.
- Responsible for new business development.

Work Experience/Knowledge:

- Between 7 to 10 years of professional experience in Institutional Sales preferably across service

industry.

- Relevant experience in Staffing / Education / training & Development is preferred.
- Revenue & Margin focus. Entrepreneurial mindset.
- Superior written & verbal communication. Ability to create presentation & product decks for client interaction.
- Must have demonstrated ability to create sales/relationship opportunities with clients, prospects and consultants in assigned service segments with closure.
- Ability to work well with a variety of people at all levels of the organization
- Demonstrated ability to close business

- Compensation commensurate with experience and demonstrated track record

IV. KEY PERFORMANCE INDICATORS

Measurable Deliverables	<ul style="list-style-type: none"> • % achievement of target revenue & margins from new accounts • % revenue & margin from up sell and cross-selling initiatives • Average account share across new accounts • % customer retention / number of renewals • Client satisfaction index • Secondary lead generation / referrals courtesy existing key accounts ✓ Service bucket expansion across accounts
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V. QUALIFICATIONS, CERTIFICATIONS AND EXPERIENCE

Minimum Qualifications	Any Graduate
Specific experience	Min 8 years of relevant experience

To know more about **Vision India**, visit us at www.vispl.co.in; www.visionjons.in www.likeskills