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HIRING Vice President Sales (B2C)

Description

HIRING Vice President Sales (B2C) for Leading EdTech company based at Delhi-NCR, Candidate from Edtech company preferred

Responsibilities

Reporting to : CBO/CEO – 20+ years of experience in B2C sales or other relevant Direct Sales experience, with a track record of quota over-attainment – More than 8 years of leadership and managerial experience – Experience in the B2C Direct Sales and managing call centers a plus – Set, achieve and exceed key up sell and cross sell targets while collaborating with cross- functional teams to improve results (B2C Direct Sales, Upsell and Cross Sell, Partner, and Marketing leadership and e-commerce channels) – Inside Sales: Interface with various groups to help improve the overall sales process as well as drive the strategic initiatives of the sales group

Hiring organization

Leading EdTech company

Employment Type

Full Time

Industry

Ed-Tech

Job Location

Delhi, NCR, India

Date posted

May 29, 2020