WORK VAPOR

Job Link: https://workvapor.in/jobs/head-of-global-sales/

HEAD OF GLOBAL SALES

JOB LOCATION

? Remote work from: india

DESCRIPTION

Job description

How to apply –

It’s a simple 6-step process –

1) The first step is to apply for the role, please click on the mentioned link and fill out the form. – https://recruiterflow.com/wishup/jobs/105

2) Once all the details are filled in, you will encounter 2 online proctored tests, the Aptitude test (25 minutes duration) and the English writing test (15 minutes duration) on the link here –

a.) https://app.wishup.co/test

b.) https://app.wishup.co/start_test/english

3) Initial Discussion

4) Interview Round – 1

5) Interview Round – 2

6) Interview Round – 3

About the role, Keynotes:
• Profile Head of Sales
• Role Full-time

HIRING ORGANIZATION

Wishup

EMPLOYMENT TYPE

Full-time, Part-time

BASE SALARY

INR 15,000 - INR 20,000

Apply Now

• Grade AVP / VP
• Location – Bengaluru (The candidate should be okay with work from Office)
• Work hours Mon to Fri / US Shift

What will you do?

Providing leadership and supervision to the team Provide leadership over the sales department. Take charge of developing weekly/monthly/annual and seasonal sales targets for the department, examine growth opportunities, enable sales improvements, and product mix development, and take responsibility for the department's performance against targets.

Implementing sales strategies – Delivers an optimized market mix relative to the core target consumers and identifies the roadmap that will lead to the achievement of the department's goals as well as the overall goals of the business. The Head of Sales, along with the senior sales management, creates and implements sales action plans that incorporate key actions that work to set KPIs for the business.

Utilize analytics tools and work with the analytics team – Undertake detailed analyses of sales performance for the purpose of reporting. Identify areas of improvement in sales strategies with a view to establishing actionable insights for the improvement of sales and business profits.

Collaborate with various departments Work closely with various departments for the development of plans, strategies, structure, budget, vision, and establishment of goals for the department.

Forecast new business and trends Monitors and observes the category and makes forecasts, identifying new trends ahead of the curve, hence, offering the business a competitive advantage and keeping it ahead of its competition in the market.

Expectation in Week 1
• Understand our business model, how we work, and who we serve.
• Familiarize yourself with the different departments and the role they play in delivering exceptional client service.
• Understand current business trends and suggest ways to improve and grow our business.

Expectations in Month 1
• Learn all about the current set of processes in place
• Take charge of the existing team, set targets, and draw projections
• Learn about the sales cycle and implement any suggestions and changes
• Take ownership of a set of leads and work on converting them.

Expectation till Month 3
• Continue working on your own set of leads and deliver on targets.
• Expand the team and train them on the sales process, industry, and technology (with the help of the team).
• Get the hires and existing team in the habit of hitting their targets every month.

Expectations till Month 6
• Lead the sales process in getting referrals, repeat requests from existing connections, and build a process that can be replicated.
• Explore new markets and opportunities to tap
• Handover the referrals, and repeat requests process to the team so they can effectively

manage accounts.
• Formulate a 3-month forecast for the client leads so the supply side can plan accordingly.

What are we looking for?
• 7+ years of in Sales in a B2B/SaaS model along with 3+ years of team management experience
• Possess extensive knowledge of sales principles and practices, and an ability to coach others on them
• Prior experience working with global startups and leaders including founders, and VPs, at such organizations.
• Proven ability to collaborate effectively and develop strong cross-functional relationships, especially with Operations functions.
• Expertise in building a replicable playbook to hire, train, and mentor sales managers.
• Skilled in negotiating service agreements and closing deals from the driver's seat.
• Must excel at relationship building, relationship selling, and influencing at the C-level.

What's in it for you?
• Receive a more-than-competitive salary plus benefits
• Performance-driven and transparent work culture
• Enjoy a culture with opportunities for growth and learning

About Wishup

Wishup provides high-quality remote talent from India to companies across the world. With a selection rate of 0.1%, this top talent is further upskilled and managed through an in-house AI-based remote work management tool. Wishup specializes in the following roles – Virtual Assistants, Operation/Admin managers, Executive Assistants, Project Managers, Bookkeepers, and Accountants. Our founding team consists of Vivek Gupta (IIM Ahmedabad, IIT Madras) and Neelesh Rangwani (IIT Madras). In the last 3.5 years, Wishup has
• Grown its revenue by >1000%
• Increased the headcount 4X
• Closed pre-series A round of funding of $1Mn from Orios Venture Partners
• Increased our client base 3X, the majority of them being from the US.

You have an opportunity to be part of India's first and biggest remote work platform!