

# Finitives Learning India Pvt. Ltd.(FLIP)

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## Assistant Manager – B2C Business

A **senior IIM alumni** initiative, Finitives Learning India Pvt. Ltd (FLIP: [www.learnwithflip.com](http://www.learnwithflip.com)) offers India's largest range of e-learning and certifications in Banking & Financial Services (BFS). Our business verticals are B2B, B2I (Educational Institutions) and B2C. We're 8 years old and have crossed 50,000+ alumni. See more at [www.learnwithflip.com](http://www.learnwithflip.com)

FLIP has a **young** (average age: 27), **multicultural** (languages spoken: 15), **friendly** team of ~ 50.

READ THE COMPLETE JD CAREFULLY, BEFORE APPLYING.

### Job Location: Mysore

The role is located in FLIP's HQ: in the beautiful, clean low cost city of **Mysore**; with commute times of 5-10 minutes; savings approx. 30% higher, than in a metro.

### YOUR ROLE:

You're bored with the daily corporate grind. You'd like to be part of a young vibrant team and see your ideas get implemented. This is your chance!

### Key Responsibility Areas:

**The main goal is to drive revenue targets; ensuring plans for current and long term growth.**

- Achieving sales targets via implementing effective **lead conversion**.
- **Grow leads** via Email marketing and organic digital media such as FB, Blogs, etc.
- Part of the team managing our flagship event: **The FLIP National Challenge**
- Innovate and implement **new initiatives** to drive revenues - such as B2B2C, new channels – both offline and online and events.

### WHAT'S IN IT FOR YOU:

This is a start-up, entrepreneurial role, with tremendous learning. The THREE components of your earnings will be:

1. **LEARNING:** Constant ideation, end to end implementation –see the **direct** impact of your contribution. If you don't learn now, then when?
2. **UPSIDE POTENTIAL:** In a standard job: you'll grow at 10-15% CTC. Where will you be, in 3-5 years? At FLIP, you will have the comfort of similar CTC growth: PLUS the potential of **exponential career growth**
3. **COMFORTABLE CTC:** A comfortable fixed cash salary, plus Performance based cash bonus

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## WHO YOU ARE:

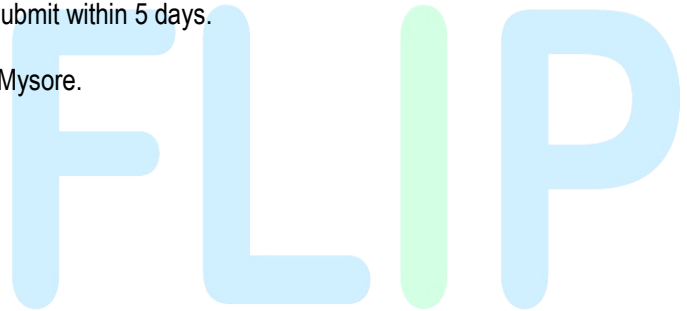
- An MBA, with consistently good academics.
- 1-2 years of proven successful sales experience, post MBA.
- Strong English communication skills (Verbal & Written).
- Intelligent, with proven track record of taking responsibility.

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**This is a role which needs commitment and high involvement (~ 3 years).** You'll need that long, to see the difference you've made.

## RECRUITMENT PROCESS: 3 steps

1. Initial Skype Call, with a Sr. Manager
2. Shortlisted candidates get a case study, to submit within 5 days.
3. Final in person round with the FLIP team at Mysore.

The logo for FLIP is displayed in a light blue, sans-serif font. The letters are spaced out and have a slight shadow effect. The background features large, abstract, overlapping shapes in light blue and light green, resembling stylized wings or a dynamic graphic element.