

# Assistant Manager - B2C Sales

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**MYSURU**



AN **MBA** WITH **CONSISTENTLY GOOD** ACADEMICS



**1-2 YEARS** of **PROVEN SALES EXPERIENCE**



- **STRONG ENGLISH COMMUNICATION** SKILLS.
- **INTELLIGENT, WITH PROVEN TRACK RECORD OF TAKING INDEPENDENT RESPONSIBILITY**

A **senior IIM alumni initiative**, FLIP offers India's largest range of e-learning and certifications, in Banking & Financial Services (BFS).

We're 8 years old and have 55,000+ alumni. FLIP Certifications are endorsed/co-branded with leading banks, Finacle of Infosys, the National Stock Exchange of India and the Central Bank of Sri Lanka. See more at <https://www.learnwithflip.com>

Our business verticals are **B2B, B2I (Educational Institutions) and B2C**.

## YOUR BUSINESS CHALLENGE:

THE B2C VERTICAL HAS LARGE POTENTIAL TO GROW AT THE RATE OF 50 % YOY.

HERE, YOU WILL BE RESPONSIBLE FOR DRIVING REVENUE GROWTH BY INCREASING THE MARKET SHARE IN B2C SEGMENT.



## HOW WILL YOU CONTRIBUTE?

- **DRIVING LEAD CONVERSION** VIA TEAM OF SALES EXECUTIVES.
- BUILDING & GROWING **RESELLER CHANNELS**.
- BUILDING & GROWING **INSTITUTIONAL TIE-UPS**
- **GROWING FLIP CONNECT** AMONG RECRUITERS TO ENHANCE B2C SALES.
- MANAGE ONGOING INITIATIVES TO **IMPROVE FLIP BRAND & SALES**.
- ENSURING SUCCESS OF OUR FLAGSHIP EVENT: **THE FLIP NATIONAL CHALLENGE**
- **WORK CLOSELY WITH DIGITAL MARKETING TEAM** TO GROW LEADS VIA DIFFERENT ONLINE MARKETING STRATEGIES

## WHAT DO YOU GET?

- AN UNPARALLELED OPPORTUNITY TO **IDEATE AND IMPLEMENT** WHILE MANAGING **INSIDE SALES**, WITH **TREMENDOUS LEARNING**.
- ENJOY **COMPLETE OWNERSHIP** OF DRIVING GROWTH AS WELL AS GETTING MARKETING EXPOSURE
- AN OPPORTUNITY TO **DRIVE YOUR OWN GROWTH** WHILE WORKING WITH **HIGHLY PROFESSIONAL TEAM**.

## The Leadership



**Anjali Mullatti, CEO, IIML ('93 batch):** She has worked in Bank of America and Cognizant Tech Solutions. She is featured amongst IIML's notable Alumni.

**H. Jaishankar, Director, IIMB ('91 batch):** Jai is a Markets specialist. He's worked with Citibank, and as Head, Forex & Short-term Derivatives, India, at Deutsche Bank.



FLIP has a **young** (Avg. age of 27), **multicultural** (15 languages spoken), **professional** team of ~ 50. Across MYS, BLR & BBY.