



GROW YOUR Career⁺

Area Sales Associate : Pune





We are building the

World's Largest B2B Travel Platform

We are a well-funded B2B Travel Tech Startup. We are enabling over a million travel agents, travel entrepreneurs, and influencers to grow their businesses, and achieve an annualized GMV of \$25 billion by 2026.

Our Founders



Chirag Agrawal Co-founder, COO

Ex Oyo, Travel Triangle, IIM Ahmedabad, IIT Roorkee

Chirag looks after the entire business operations at TravClan. In his previous roles, Chirag launched the metro homes business for Oyo and was responsible for the USD 40mn worth of international business of TravelTriangle while leading a team of 300+ people.



Arun Bagaria Co-founder, CEO

Ex Cars24, Travel Triangle, IIM Bangalore

Arun leads product, marketing, finance and people operations at TravClan. Arun previously was responsible for launching new products at Cars24 and was an integral part of the 0-1 journey at TravelTriangle in business & operations.



Ashish Thapliyal Co-founder, CTO

Ex CTO Cars24, CTO FabFurnish, Gaadi.com

Ashish leads technology for TravClan. With more than 20+ years of technology experience in leading 4 startups, Ashish has built teams from scratch and scaled them to unicorn status in the past including his own e-commerce venture which he cofounded in 2008.

Senior Team



Amit

OLA, ShopClues, Cvent,
Fabfurnish



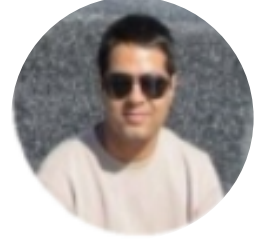
Shrawan

1Kosmos, Fabfurnish,
Mauj Mobile



Mohsin Batla

Reniso, Rivigo Services,
Fidelity Worldwide



Akshat

Cars24, L&T Technologies,
Medocity, NTUC Link



Rajesh Kumar

OLA, Hike, Food Panda,
Nokia



Danish

Practo, Accenture,
Tracxn



Zishan

Travel Triangle



John Jacob

CoHo, St. Stephen's
College



Ashish Yadav

IIM Lucknow & IIT(BHU),
Asian Paints, Box8



Pronami

Cars24, BYJU'S



Abhimanyu

Urban Company, Oyo,
Grofers, Decathlon



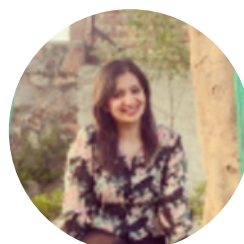
Nitin

Ex Founder ArcMath,
CueMath, RCorp



Aniruth

Ex-Founder Food Tech,
Analec, Tech Mahindra



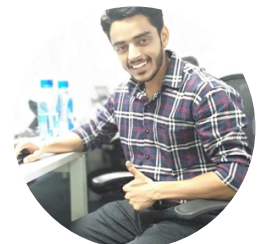
Neha

Tkww, Park+,
ShaadiSaga



Chintan

Park+, P&G,
CoHo.in



Sumit

Travel Triangle

Area Sales Associate : Pune

Area Sales Associate : Pune at TravClan is a key role that focuses on growing the volume of business done by agents. One is also responsible in resolving agent's grievances related to payments, services & work on retaining every agent with a wonderful experience.

Annual CTC

₹5-9 LPA



Roles and Responsibilities

- Sole point of contact in building and managing a highly engaged community of business entrepreneurs/ agents
- Educating members about TravClan and managing 100-200 business accounts
- Working in close interface with the finance, product and marketing team to build better processes, products and reach, respectively
- Field work majorly; might have to visit head office for training
- Healthy retention of agents while growing the volume of agent's business through TravClan
- Ensuring customer delight while managing agent's grievances related to payments, services, products etc.
- Effectively managing feedback and escalations from customers and vendors
- Hosting country wide offline and online events & meet ups of members from time to time.

Desired Candidate

- Ethical, hardworking, and 'passionate about startups' mindset
- Disciplined & Process Oriented
- Strong negotiation skills
- Presence of mind
- Prior sales / Account management experience
- Prior startup / Travel experience preferred
- Good understanding of different business verticals
- Upto 8 years of experience
- Willing to learn more



Growth Prospects:



Amazing pay
& perks



Quick
Appraisals



Fast
Promotions



Great work
culture



Create wealth
with ESOPs



Work with the
founders

A vertical flowchart on a dark blue background. At the top left, three circular icons are arranged vertically: a brain with a cursor, two people in a discussion, and an envelope with a red flower. A dashed white line descends from these icons, curving to the right and then down into three rounded rectangular boxes. Each box contains a large orange downward arrow in a white circle on the left, followed by a step title and description in white text.

Recruitment Process



Group Discussion

20-30 minute group discussion



Personal Interviews

2-3 detailed video interviews + detailed discussions about the job profile



Extending an offer

Finally the job offer is extended to the candidate

5 DAY WORK WEEK

Product and Tech from April 1, 2022!
& For All from Oct 1, 2022



Timings

9.30am to till work gets over !

Know more about us



Instagram



Linkedin



Facebook



Glassdoor



Gallery



**Looking forward to having
you on board with us!**

