TravClan - Business Development Associate

About us:

We are a well funded B2B travel tech startup. We have raised ~USD 5mn Pre Series A investment round despite the global pandemic and are looking to grow our Demand & Growth team. We are growing rapidly. We have crossed our pre-covid numbers. We want to become the world's biggest B2B travel company by enabling over million travel agents, travel entrepreneurs and influencers to grow their business, and achieving Annualized GMV of $25 billion by 2026.

Profile Overview:

Business Development Associate at TravClan is a key role which focuses on growing the volume of business done by agents in a specific city / state / region. You will be engaging / interacting with local travel agents (on-the-go) to grow their business with TravClan while providing them with a wonderful experience.

Growth Prospects:

- **Annual CTC : 5 LPA - 9 LPA**
- **ESOPs** + promotions + aggressive growth prospects (read further) !
- **Fast Appraisal** - Despite Covid, we had appraisals in 6 months
- **Aggressive Hikes -** In Jan 2022 - Avg Hike was 35%

Whats on Offer:

- **Work with a young & passionate team** to excel and make an impact
- **Work closely with the founders**
- **Fast Career Growth** with fast appraisals and fast salary increase
- Super **passionate team** with deep conviction which has stayed together during covid.
- Very **high ownership** role in a fast paced environment
- **Great Culture** -> No hierarchy / politics nonsense guaranteed!

Our founding team:

The founding team has aced their respective leadership roles at successful internet startups in India, which are as follows:

- **Ashish - Cofounder**, leads technology, Ex CTO Cars24, CTO FabFurnish, Gaadi.
- **Arun - Cofounder**, leads product, Ex Cars24, TravelTriangle, TripFactory, IIM Bangalore.
- **Chirag - Cofounder**, leads business, Ex Oyo, TravelTriangle, IIM Ahmedabad, IIT Roorkee.

Company Profile:

- You read the detailed company profile **here.**
- To know more about us, have a look at a **few videos on Youtube**!

What do we value?

- **We are a team of believers**. At the same time, we are constantly learning and growing. We are on an audacious mission and a rock-solid belief we can get there.
- **We dream big, yet we start small and start quickly.** We are not deterred by the
- extra effort needed to relentlessly execute, iterate, execute to realize our dreams.
- **We are a team of differentiated and ambitious individuals**, united by a common goal. We are a single team, where every member is important.
- **We believe flexibility in roles and freedom to execute ideas** are the two foundation values for aggressive growth.
- **We constantly protect and evolve our culture**. As a super energetic and experienced team, we want to enjoy the time we spend together.

What we are looking for:

Roles & Responsibilities:

- First point of contact in building and managing a highly engaged community of business entrepreneurs / agents in a specific city / state / region.
- Onboarding & managing agents in the specific city / state / region in person.
- Educating the onboarded agents about TravClan & managing 200+ business accounts.
- 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. by visiting and engaging with them.
- Effectively managing feedback and escalations from customers and vendors.
- Actively seek out new clients through reaching out, networking and social media.
- Hosting region wide offline and online events & meet ups of members from time to time.
- Working in close interface with the finance, product and marketing team to build better processes, products and reach, respectively.

Desired Candidate Profile

- Ethical, hardworking, and 'passionate about startups' mindset
- Disciplined & Process Oriented
- Prior Sales / Account Management Experience (mandatory)
- Prior Startup / Travel experience preferred
- Good understanding of different business verticals
- Willing to learn more
- Willing to travel and be on the field

Eligibility Criteria

- Upto 8 years of experience
- Sales / relationship management experience

The Recruitment Process:

1. Group Discussion and Aptitude Test : The first step of the recruitment process is a 20-30 minute group discussion round, followed by a basic 30-minute basic aptitude test.

2. Personal Interviews: 2-3 video interviews. Detailed discussions about the job profile, company & candidature are discussed in these rounds.

3. Extending an offer: On successfully clearing the interview rounds, the job offer is extended to the candidate. This includes financial benefits, ESOPs and many other benefits.

Important Points:

- Office Location: Ahmedabad
- Field work majorly; Might have to visit Head office for training
- Timings - 9.30am to till work gets over

Looking forward to having you on board with us!