



GROW YOUR Career.

Business Head





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



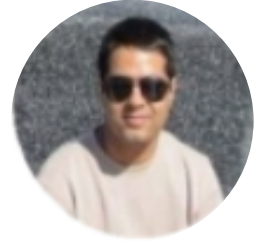
Shrawan

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



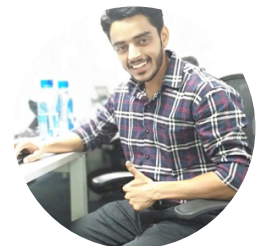
Neha

Tkww, Park+,
ShaadiSaga



Chintan

Park+, P&G,
CoHo.in



Sumit

Travel Triangle

Business Head

Business Head is a key role that focuses on overall business growth & achieving revenue targets. The head analyzes data, monitors market conditions and sets goals to drive the best relationships with existing/new agents. Executing sales strategies & managing the overall growth of the company are two of the most important aspects of this role.

Annual CTC

₹18-35 LPA + ESOPs



Roles and Responsibilities

- This is a P&L ownership role - Responsible for the overall strategy & execution of the business unit/travel product
- Drive business growth and achieve volume and revenue targets for the category
- Driving projects, creating stellar marketing operations, crafting and executing sales strategies, and leading A+ team
- Drive key vendor relationship for the category, identifying strategic partners and negotiating better terms of trade and deals for our partner agents
- Maintaining in-depth knowledge of latest business developments and market trends, competition analysis
- Define metrics and KPIs to monitor performance, set goals and measure success of the reporting teams
- Work with the analytics team to drive category growth by analyzing data and monitoring relevant market conditions

Desired Candidate

- Ethical, hardworking, and 'passionate about startups' mindset
- Disciplined & process oriented
- Strong negotiation skills
- An entrepreneurial bent of mind.
- Good understanding of different business verticals
- Willing to learn more



Growth Prospects:



Amazing pay
& perks



Quick
Appraisals



Fast
Promotions



Great work
culture



Create wealth
with ESOPs



Work with the
founders

Recruitment Process



CV Shortlisting

The first step of selection involves shortlisting candidates based on the CV



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



Connaught Place

We work from a beautiful office space in the
Heart of Delhi - Connaught Place



3 minutes walking distance from the metro station.

- **Check out** our office on Google Maps
- **Click here** to take the office tour
- **Work Timings** - 9.30 till work gets over. You are considering joining a startup. Building anything of value takes time. Majority of our exits happen within first 2 months of people joining because new joiners are not able to adjust to the high pace environment. You can expect 10-12 hours work in a day!



Know more about us



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Glassdoor



Gallery



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

