

TravClan - General Manager - Business

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:

General Manager- Business at TravClan is a key role which focuses upon overall business growth & achieving revenue targets. The leader 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.

Growth Prospects:

- **ESOPs** + promotions + aggressive growth prospects (read further) !
- **Fast Appraisal** - Despite Covid, we had appraisals in 6 months in Jan & July 2020
- **Aggressive Hikes** - In May 2021 - Avg Hike was 35%

Whats on Offer:

- **Work with a young & passionate team** to excel and make an impact
- **Work directly 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:

- This is a P&L ownership role - Responsible for the overall strategy & execution of the business function/ units
- 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 TravClan, 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 business growth by analyzing data and monitoring relevant market conditions.

Desired Candidate Profile

- 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

The Recruitment Process:

- 1. CV Shortlisting:** The first step of the process is shortlisting on the basis of CV
- 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- Connaught Place, Delhi
- Timings - 9.30am to till work gets over

Looking forward to having you on board with us!