

# TravClan - Growth Manager

## About us:

We are a well funded B2B travel tech startup. We have just closed a USD 2mn+ Pre Series A funding round despite the global pandemic and are looking to grow our Corporate 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 \$10 billion by 2026.

## Profile Overview:

**Growth Manager** at Travclan is a key role that focuses upon implementing the best digital marketing strategies along with assessing the performance of marketing campaigns against goals. You will be responsible for driving growth and managing the marketing budget while measuring various important metrics like SEO & Google Analytics.

## Growth Prospects:

- **Annual CTC - ₹9 to 18 LPA**
- **ESOPs** + 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:

- Responsible for our performance marketing channels i.e. Facebook ads & Google ads and driving the growth of TravClan
- Track and measure SEO and Google Analytics metrics as well as assess the performance of all digital marketing campaigns against goals (ROI and KPIs) and conduct A/B tests to ensure that performance is increased in the long term
- Stay up to date with the latest technology, market trends and best practices
- Prepare and manage the digital marketing budget
- Build, plan & implement the company's overall digital marketing strategy

### Desired Candidate Profile

- Ethical, hardworking, and 'passionate about startups' mindset
- Minimum 1 to 2 years of experience in Digital Marketing
- Prior Startup / Travel experience preferred
- Excellent structured problem-solving ability
- Good understanding of different business verticals
- Willing to learn more

## The Recruitment Process:

- 1. Group Discussion & 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- Connaught Place, Delhi
- Currently work from home due to covid till office resumes.
- 6 day work week (Monday to Saturday)
- One Saturday + All Sundays off every month.
- Timings - 9.30am to till work gets over

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