



GROW YOUR
Career^x

Regional Sales Head: Kolkata





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

Regional Sales Head

Regional Sales Head is a key role that focuses on building a strong community of travel entrepreneurs, overall business growth & achieving revenue targets. Executing the core 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

- Responsible for overall sales and aggressive growth in your region
- Identify hiring needs, and select & train new Area Sales team members. Define metrics and KPIs to monitor performance, set goals, and measure the success of the reporting teams
- Prepare region-wise sales plans/ targets in alignment with overall business objectives
- This is a very high ownership role
 - Responsible for the overall strategy & execution of goals specific to the region
 - Resolve customer complaints and service issues
 - Maintaining in-depth knowledge of the latest business developments and market trends, and competition analysis
 - Suggest new and innovative sales techniques to speed-up agent onboarding while maintaining 10/10 customer satisfaction. Driving projects, creating stellar marketing operations, crafting and executing sales strategies, and building & leading A+ team

Desired Candidate

- Ethical, hardworking, and 'passionate about startups' mindset
- Disciplined & process oriented
- Strong negotiation skills and presence of mind
- An entrepreneurial bent of mind and core sales experience
- Good understanding of different business verticals
- Overall experience with any industry should be at least 4 years
- At least 1 year experience of working in startups
- 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

Know more about us



Instagram



Linkedin



Facebook



Glassdoor



Gallery



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

