



## Sales Manager

### Company Background

In 2030, Artificial Intelligence and Robotics will touch 800 Million jobs. The world will split into creators and consumers. WhiteHat Jr makes kids creators in the new world with the first structured coding curriculum in the world for early childhood. Kids learn logic, structure, sequence and algorithmic thinking to generate creative outcomes like animations and apps. All classes are taught via a live 1:1 Online platform connecting Top 99.9th percentile of certified teachers to kids 6-14 years of age.

WhiteHat Education Technologies Private Limited; Top VC Backed Ed-Tech StartUp (Potential Unicorn) in the business of teaching kids in one on one online learning environment.

**Location-** WeWork Powai, Near L&T. (Mumbai Location only)

**Due to COVID-19 we are making candidates join remotely please ensure if all the candidates have Laptops/ Desktop along with Broadband Connections. We will also reimburse their phone and internet bills post joining.**

### About Role @ Whitehat JR:

An incredibly rare opportunity for a growth-obsessed Sales expert to join a well-funded Education Technology start-up backed by bulge-bracket VCs and an award winning management team. The role is ideal for someone looking to accelerate their career progression well ahead of the normal curve by seeing a high-growth global business being built from scratch.

The founder is highly reputed with a blue chip pedigree and a history of successful exits. Prototype and Phase 1 has blockbuster results, targeting an immediate \$1.1+ Billion market, enabling tremendous experience and wealth generation in a short time for a dynamic sales manager.

More about Whitehat Jr:

1) <https://economictimes.indiatimes.com/small-biz/startups/newsbuzz/former-disney-india-heads-edtech-startup-raises-10-million-in-series-a-round/articleshow/71082167.cms?from=mdr>

2) <https://yourstory.com/2019/10/edtech-startup-mumbai-whitehatjr-kids-learn-coding>

**About Founder:** Karan Bajaj, Ex-Discovery CEO ([https://en.wikipedia.org/wiki/Karan\\_Bajaj](https://en.wikipedia.org/wiki/Karan_Bajaj))

**Requirements:** Immediate joining required

**Field:** Education Technology. Product is a blockbuster and has shown tremendous conversion potential (20%+) allowing significant upside for a passionate, high-energy growth hacker.

### **Profile**

Roles and Responsibilities include but not limited to:

1. Initiating phone conversations with parents who complete the demo classes for their kids
2. Intensely following up with the prospects and closing the sales within the sales cycle
3. Diligently communicating and priming the lead through channels like email, whatsapp, SMS and calls
4. Achieving the weekly targets in a high pressure performance driven competitive environment
5. Monitoring self-performance at all times while also contributing to the team performance, keeping track of factors like conversion factor, Average revenue generated per lead, average revenue per sale etc.

### **Skills/Abilities**

1. Exceptional communicator and influencer who can deliver sales pitch like a charm
2. Result driven with experience of extremely target centric job
3. Confident and persevering risk-taker who thrives in a high-performance high-growth environment
4. Self-learners with high grasping ability so that you can learn about the product within 2days