



<https://eduvy.in/job/head-channel-partnership/>

Head – Channel Partnership

Description

Positions Open : 2
Joining Date : Immediate

We are looking for an experienced person in Education sector who has got the contacts/reach in the segment of Schools, Colleges and Tuition Classes.

Preference would be given to candidates who have an experience in Education sector.

Hiring organization

Eduvy

Employment Type

Full-time

Job Location

Bangalore

Date posted

May 22, 2021

Responsibilities

- -> Maintain relationship and co-ordinate with all channel partners of the company
- -> Ensure all channel partners are motivated and maximum number of schools are partnered
- -> Onboard business influencers in Education Industry as channel partners and contribute in business expansion actively.
- -> New Client Acquisition & Business Development; Tapping new Education Institutes (Schools, Colleges, Classes, etc.) and close the deal.
- -> Build and handle collaborations with new Education Institutes
- -> Relationship building with these Institutes
- -> Maintaining relationships with key people in the education industry and liaising with relevant colleges/institutes.
- -> After onboarding new Schools and Classes; Training the counsellors about the Eduvy product.
- -> Understand the product to negotiate the financial model
- -> Develop and update strategies to build partnerships with Education Institutions
- -> Creating product awareness across all institutes
- -> Act as a bridge between the company and its current market and future markets
- -> Possess excellent team building and people management abilities
- -> Good Communication Skills
- -> Coordination with Sales, Operation and Technology team for smooth processing.
- -> Work in a structured and organized manner
- -> Must have his/her weekly agenda.
- -> Reporting daily appointments to the CEO

Qualifications

- -> CA/Engineer/Lawyer/MBA-Finance and Marketing etc.
- -> Graduates and Post Graduates
- -> Min 4+ years of Experience in relevant industry.
- -> Thorough knowledge of **Microsoft PowerPoint, Word** and **Excel**.

Job Benefits

(As per industry standards)

Interested candidates please send your updated CV to **infoeduvy@gmail.com**