

BUSINESS DEVELOPMENT ASSOCIATE

BANGALORE



YOUR 1-STOP SPORTS PLATFORM

www.playo.co



Playo is a 1-stop platform for sports that connects sports enthusiasts, facilities, academies, organizers and brands. Launched by IIM and CISCO alumni in May 2015, we are mobile-first with Android and iOS apps and over 2 Mn users. We are maniacal about our product and user experience which is reflective of the 4.6+ ratings on Play/App Stores coupled with insanely high repeat usage. Live in India, UAE, Qatar, Australia and UK, our aim is to build a first of its kind sports connect platform for the world...proudly and humbly - Made in India.

Roles and Responsibilities:

We are looking for a young, energetic and dynamic person who knows how to create and maintain rapport with our partners and likes traveling on a regular basis. You will report directly to the Region Business Head on this role. Your role will specifically include:

- **Pre-Sales:** Identification and outreach to new partners (venues and event organizers), including communicating our core value proposition to potential partners along with a demonstration of our software solutions.
- **Post-Sales:** Ensure effective onboarding of the partner on our platform including configuration of and training on the software solution.
- **Activation:** Ensure effective post-onboarding adoption of the platform through continual engagement with the partners and suitable marketing activations at the partner venue.
- **Account Management:** Continually meet with the management of the various sports complexes and maintain a strong relationship with them. You will be responsible for getting queries from the partners related to Playo's products resolved effectively.

Requirements:

- **Fluency in English is a must. Additionally fluency in Kannada would be preferable**
- 1-3 Years of Sales/Operations/Account Management experience
- 2-wheeler is a must have as you will need to travel on the job
- Bachelor's degree in any specialization