

upGrad

Position	Centre Manager I / Centre Manager II - COS Sales	Job Location	Mumbai, Delhi, Bengaluru
Qualification	Graduate and above	Years of Exp	2-3 years

Company Overview	<p>About Us</p> <p>upGrad is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Our mission is to create a new digital-first learning experience to deliver tangible career impact to individuals at scale. upGrad currently offers programs in Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc. upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.</p> <p>upGrad was awarded the Best Tech for Education by IAMAI for 2018-19</p> <ul style="list-style-type: none"> • upGrad was also ranked as one of the LinkedIn Top Startups 2018: The 25 most sought after startups in India • upGrad was earlier selected as one of the top ten most innovative companies in India by FastCompany. • We were also covered by the Financial Times along with other disruptors in Ed-Tech • upGrad is the official education partner for Government of India - Startup India program • Our program with IIIT B has been ranked #1 program in the country in the domain of Artificial Intelligence and Machine Learning
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Job Description	<p><u>Roles & Responsibilities:</u></p> <ul style="list-style-type: none"> • Manage sales activities of counsellors to generate revenue. • Coordinate with community managers and marketing team to create and execute business plans to meet sales goals. • Evaluate sales performance and recommend improvements. • Educate counsellors about product portfolio and complimentary services offered. • Address issues, sales conflicts and pricing issues in a timely manner. • Manage sales pipeline, forecast monthly sales and identify new business opportunities. • Develop positive working relationships with Marketing to build business. • Stay current with latest developments in the marketplace and competitor activities. • Deliver customer presentations and attend sales meetings. • Assist in marketing activities such as tradeshow, campaigns and other promotional activities. • Regular training the sales resources for better conversions and sales closures. • Open to travel, with flexible working hour <p><u>Skills Required</u></p> <ul style="list-style-type: none"> • Excellent written and spoken communication skills • Sales experience in similar role - Preferred • Ability to approach any situation with patience and empathy • Good problem-solving skills & process oriented • Ability to manage clear internal communication to drive success.
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