



Partners Growth Manager

About Us:

100 MPH (www.100mph.in) is a fun, dynamic and growing environment introducing a new way to connect people with a shared passion and how they make bookings in the unstructured sports, games, activities, coaches and instructors industry.

We make playing and learning easier by finding the right people, venues, and events. If you are interested in changing the playground of the world and make life more joyful, fun, and exciting, then you've found the right place. Currently we are early stage start-up but with the foot on the gas pedal and have a plethora of projects and opportunities.

We are looking to hire bright, passionate, active individuals for our latest venture.

Ability includes out of box thinking, complex problem solving, sports/activities based knowledge, good relationship building skills, analytical skills, design, and marketing skills.

- A young organisation and there is tremendous scope for growth
- In a versatile, new industry you can be a part of something new and significant
- Is guaranteed to be a fun learning experience
- We are always glad to interact with bright individuals regardless

Do you pass the litmus test

- Play a sport/game or has a regular hobby?
- Can you work in a challenging environment?
- Can you work on assigned tasks and with deadlines to be maintained?
- Are you interested in doing something unique?



Profile:

Qualification

MBA or BSc/BBA or equivalent from a reputed university

Responsibilities

- Cultivating business relationships with key accounts
- Interaction & Developing Partners: Service Providers, Sporting Venues, Coaches.
- Calling, Visits, Emails and other innovative practices for conversions
- Ensuring a call-to-action from the Partner
- Training Partners to use the 100MPH platform
- Will be working as per monthly targets set
- Will be assisting with the development of sales presentations, collaterals, and proposals
- Will be analysing data to identify sales opportunities across industries

Your profile

- Should atleast have a bachelor's degree in public relations, marketing, advertising, journalism or corporate communications.
- Excellent Communication skills
- Energetic, hands-on and innovative
- Meticulous and a strong attention to detail
- Tactful Negotiation skills
- Ability to think on your feet
- Strong Analytical skills
- Local knowledge and awareness