

TravClan - Business Development Associate

About us:

We are a well funded B2B travel tech startup. We have just closed a USD 2mn+ Pre Series A funding round despite the global pandemic and are looking to grow our Demand & Growth team. We are growing rapidly. We have crossed our pre-covid numbers. We want to become the world's biggest B2B travel company by enabling over million travel agents, travel entrepreneurs and influencers to grow their business, and achieving Annualized GMV of \$10 billion by 2026.

Profile Overview:

Business Development Associate at TravClan is a key role which focuses on growing the volume of business done by agents. They resolve agent's grievances related to payments, services & work on retaining every agent with a wonderful experience.

Growth Prospects:

- **Annual CTC - 4 to 6 LPA**
- **ESOPs** + promotions + aggressive growth prospects (read further) !
- **Fast Appraisal** - Despite Covid, we had appraisals in 6 months in Jan & July 2020
- **Aggressive Hikes** - In May 2021 - Avg Hike was 35%

Whats on Offer:

- **Work with a young & passionate team** to excel and make an impact
- **Work directly with the founders**
- **Fast Career Growth** with fast appraisals and fast salary increase
- Super **passionate team** with deep conviction which has stayed together during covid.
- Very **high ownership** role in a fast paced environment
- **Great Culture** -> No hierarchy / politics nonsense guaranteed!

Our founding team:

The founding team has aced their respective leadership roles at successful internet startups in India, which are as follows:

- **Ashish- Cofounder**, leads technology, Ex CTO Cars24, CTO FabFurnish, Gaadi.
- **Arun- Cofounder**, leads product, Ex Cars24, TravelTriangle, TripFactory, IIM Bangalore.
- **Chirag- Cofounder**, leads business, Ex Oyo, TravelTriangle, IIM Ahmedabad, IIT Roorkee.

Company Profile:

- You read the detailed company profile [here](#).
- To know more about us, have a look at a [few videos on Youtube!](#)

What do we value?

- **We are a team of believers.** At the same time, we are constantly learning and growing. We are on an audacious mission and a rock-solid belief we can get there.
- **We dream big, yet we start small and start quickly.** We are not deterred by the extra effort needed to relentlessly execute, iterate, execute to realize our dreams.
- **We are a team of differentiated and ambitious individuals,** united by a common goal. We are a single team, where every member is important.
- **We believe flexibility in roles and freedom to execute ideas** are the two foundation values for aggressive growth.
- **We constantly protect and evolve our culture.** As a super energetic and experienced team, we want to enjoy the time we spend together.

What we are looking for:

Roles & Responsibilities:

- Building a highly engaged community and educating members about TravClan
- Growing the volume of business done by agents through TravClan
- Ensuring healthy retention rate of agents.
- Managing the agent's grievances (related to payments, services, etc).
- Maintaining reports for daily & weekly activities.

Desired Candidate Profile

- Ethical, hardworking, and 'passionate about startups' mindset
- Disciplined & Process Oriented
- Strong Negotiation skills
- Presence of Mind
- Prior Sales / Account Management Experience
- Prior Startup / Travel experience preferred
- Good understanding of different business verticals
- Willing to learn more

The Recruitment Process:

- 1. Group Discussion & Aptitude Test:** The first step of the recruitment process is a 20-30 minute group discussion round, followed by a basic 30-minute basic aptitude test.
- 2. Personal Interviews:** 2-3 video interviews. Detailed discussions about the job profile, company & candidature are discussed in these rounds.
- 3. Extending an offer:** On successfully clearing the interview rounds, the job offer is extended to the candidate. This includes financial benefits, ESOPs and many other benefits.

Important Points:

- Office Location - Central Delhi/ NCR
- Currently working remotely + occasionally resumed office for people in Delhi/NCR
- 6 day work week (Monday to Saturday)
- Timings - 9.30am to till work gets over

Looking forward to having you on board with us!