



About the Role:

Business Development – Partnerships & Growth

Business Unit: B2B

Role Type: Full-Time Employment

Reporting to: Directors

About GrayQuest (GQ):

GrayQuest is a leading & fast-growing education focused FinTech company based out of Mumbai. We offer a suite of products spanning SAAS, Payment Gateway and BNPL use cases for educational institutions across the country.

We are a young team and offer all our employees significant growth opportunities. If you feel that you are ready to take up challenges, can learn quickly, and are willing to grow fast, we would be the ideal company for you.

We are in search of highly driven candidates for our Business Development (B2B) team, who shall be primarily responsible for acquiring new business clients such as schools, colleges, universities, Ed-Tech companies & coaching institutions and provide them with a one-stop Fee Payment (FinTech) Solutions. This is an exciting opportunity for a motivated individual who strives to make a difference.

Principal duties and responsibilities

- Grow client base & market share in the assigned region in terms of educational institution (schools/colleges/universities) partnerships
- Leadership: Setup entire Sales Process in the region & build your teams accordingly. Concept Selling of our financial products to the K12 Schools/Universities/Colleges/Coaching institutions.
- Strategy Planning: Create a strategic road map and execution plan for acquisition of new clients, as well as increasing the market presence in the assigned territory.
- Relationship Management: Develop and manage relationships with CXO level/Senior Management/relevant stakeholders of our clientele/prospects.
- Revenue Generation: Responsible for generating revenue by activating partnerships in collaboration with our B2C/Cross functional teams
- Sales Forecasting and Target achievement: Take complete Ownership of the sales process, forecast sales for specific periods and generate the targeted revenues
- Network and build relationships with Directors, Trustees, CXOs, and various HNIs across Indian Education space
- Conduct market research & develop a repeatable growth plan (building efficient sales strategies, forecasting revenues, analyzing competition etc.)



Key Requirement [Qualification]

- An MBA from a Tier 1 institution to be preferred, however not mandatory
- Candidates with prior experience in B2B Sales/ SAAS Payments/ Financial Services/ Enterprise Sales/ Education will be preferred, however not mandatory
- Candidates with minimum experience of 3 years are preferred.

What we offer

- Opportunity to play a significant role in a fast & exponentially growing financial technologies
- High degree of flexibility in terms of working hours and traveling as and when required
- Freehand with acquisition of new potential clients
- Competitive salary based on your experience/skills and linked to performance.

Applicants may write to Mr. GuruTeja K (Associate Director), guruteja.k@grayquest.com