

Job Description

Area Supply Manager, OYO LIFE



About OYO and OYO Life

Launched in 2013, OYO Hotels and Homes is South Asia's largest, World's third largest, and one of China's top two fastest growing hospitality chain of leased and franchised hotels, homes and living spaces. With a presence in India, U.K., China, Japan, Malaysia and Nepal, OYO is one of a kind and has pioneered the world's first full stack technology led hospitality model.

OYO Life is OYO's new product in the rental housing space. This business is just an year old and has an aggressive 20x growth plan in 2019, aiming to become the dominant player in the \$100 billion market in India. OYO LIFE provides affordable ready-to move-in long term rental spaces for working professionals and students with no minimum commitment, no-lock in period, zero brokerage and only one month security deposit in major cities across India.

Opportunity

Role: Area Supply Manager, OYO LIFE

Reporting to: Area Supply Head, OYO LIFE

Our Team of Area Supply Managers drive the property supply agenda at OYO LIFE - hence serving as the lifeline as well as the growth engine of this business. The role calls for extensive ground work and strong negotiation skills.

Responsibilities

End to end business development in the assigned area – creating a quality supply of properties at an optimal commercial arrangement

- ★ Lead generation via offline and online mediums and stakeholders
- ★ Working closely with the Area Supply Head and targeting different clusters for short, medium and long term supply funnel
- ★ Coordinating with the Transformation and Operations team to ensure that the property stays active as a profitable business unit
- ★ Managing relations with the property owners - negotiating and renegotiating as per business requirement

Key Skills and Qualification

- ★ Min 2+ years of relevant experience in business development/field operations or in sales in reputed startups/Telecom/FMCG/BFSI etc
- ★ Preferably an MBA in Sales & Marketing
- ★ An energetic, dynamic and effective communicator with excellent negotiation skills to manage situations on the ground
- ★ Strong people management skills
- ★ Go getter attitude to match company's goals and vision

Location

Bangalore, Chennai & Hyderabad

CTC

Up to 9.00 LPA

Contact

Interested applicants may send their updated resume to Mr. Sunil Vij @ sunil.vij@oyorooms.com