

Vacancy Code	SFY-BDM-2023-003
Position	Manager – Business Development
No. of Vacancies	08
Location	Bangalore / Kolkata / Hyderabad / Jaipur / Delhi NCR / Chennai / Pune
Mode of Operation	Office / Hybrid / WFH

Sportify is looking for Business Development Managers with an entrepreneurial approach mindset, strong interpersonal and communication skills. Must have focus on building new markets through research and strategic analysis along with exceptional negotiation skills and ability to perform independently.

Indicative Roles/ Responsibilities:

- Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services and new ways of reaching existing markets
- Research prospective accounts in targeted markets, pursue leads and follow through to a successful agreement
- Foster and develop relationships with clients
- Understand the needs of clients and be able to respond effectively with execution plans of meeting the needs aligned with company services
- Collaborate with marketing and operation teams to ensure that requirements are met
- Train the team members, arranging external training where appropriate
- Possess a strong understanding of products, competition in the industry and positioning
- Strategic Approach - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Business forecasts and analysis and present your findings to senior management/ CEO
- Follow the latest industry developments and stay up-to-date on corporate competitors

Essential Qualifications and Skills:

- Post Graduate/ Graduate from a reputed university
- 4-5 Years of proven track record in business development/ marketing
- Experience in Ed-tech/ Education/ Sports industry is a plus
- Exceptional negotiation skills and ability to close deals

- Ability to communicate within team and clients, in a clear and concise manner
- Experience in drafting business strategies to penetrate new markets
- Capable of compiling and analysing data to guide strategic planning for meeting business goals & objectives
- Excellent organizational skills, with emphasis on priorities and goal setting
- Proficiency in Microsoft Office applications is essential
- Adaptability and flexibility of business dynamics

Personal Attributes:

- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Tenacity and drive to seek new business and meet or exceed targets
- Able to manage diverse groups of stakeholders
- Self-motivated and a good team player
- Able to think creatively, with judicious and sensible judgement
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment

Remuneration:

Salary as per industry standards. All benefits and perks as per the company policy

To Apply:

- Send your CV mentioning the position applied for in the subject line
- Please send your application to jobcircle@sportify.asia
- Kindly note that only shortlisted candidates will be contacted

Please visit www.sportify.asia to know more.

Vacancy Code	SFY-MM-2023-004
Position	Manager – Marketing
No. of Vacancies	02
Location	Bangalore / Kolkata / Hyderabad / Jaipur / Delhi NCR / Chennai / Pune
Mode of Operation	Office / Hybrid / WFH

Sportify is looking for Marketing Manager with an entrepreneurial approach mindset, strong interpersonal and communication skills. Must have focus on building new markets through research and strategic analysis along with exceptional analytical skills and ability to perform independently.

Indicative Roles/ Responsibilities:

- Devise innovative growth strategies by developing a deep understanding of company's business verticals/ services/ growth/ approach
- Have a deep understanding of digital marketing channels and driving scale on acquisition and driving top of the funnel for the business
- Identify new growth opportunities within accounts and outside to acquire new and existing partners
- Drive continuous team improvement and optimization through experiments
- Build and execute effective and result oriented go-to-market plans
- Strong analytical thinking and understand client needs and evolve the marketing communication as customer-centric story
- Curate insights from FB & LinkedIn Business Manager, Google Analytics, Google Ads Manager to map customer journeys and buyer segments
- Create a performance metrics framework to set and evaluate goals for every campaign
- Excellent analytical and insight skills with strong business acumen
- Able to analyse/ interpret complex information into simple and meaningful insights and messaging and building narratives
- Able to build and test rationale hypotheses for growth & drive initiatives at scale

Essential Qualifications and Skills:

- MBA in Marketing/ Post Graduate/ Graduate from a reputed university/ institute
- 3-5 Years of proven track record in business development/ marketing

- Experience in B2B/ Ed-Tech/ Education/ Sports industry is a plus
- Combination of analytical and creative thinking, with excellent attention to detail and good business judgment
- Ability to drive data-driven approach to manage campaigns and derive insights on strategy and performance
- Passion and hustle to take on and solve problems individually and within cross-functional teams
- Excellent verbal and written communication skills and collaborative working style
- Ability to communicate within team and clients, in a clear and concise manner
- Experience in drafting business strategies to penetrate new markets
- Capable of compiling and analysing data to guide strategic planning for meeting business goals & objectives
- Excellent organizational skills, with emphasis on priorities and goal setting
- Proficiency in Microsoft Office applications is essential
- Adaptability and flexibility of business dynamics

Personal Attributes:

- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Tenacity and drive to seek new business and meet or exceed targets
- Able to manage diverse groups of stakeholders
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Vacancy Code	SFY-HRM-2023-005
Position	Manager – Human Resource
No. of Vacancies	01
Location	Bangalore / Kolkata
Mode of Operation	Office / Hybrid / WFH

Sportify is looking for a Human Resource Manager who will be responsible to build community internally (people) and externally (clients) and build a reliable employer brand. This position is expected to play the role of an instrumental anchor by managing employee lifecycle, grievance redressal, measuring people-business impact, welfare management, employee retention. Must have an eye-for-detail and focus on building new engagements internally and externally.

Indicative Roles/ Responsibilities:

- Manage talent acquisition process, including sourcing, shortlisting, interviewing, hiring and onboarding based on the business requirements
- Management and ownership of employee lifecycle
- Collaborate with internal & external teams & vendors to meet the organization goals
- Develop JD/ KRAs/ KPIs and performance analysis aligned with KRAs/ KPIs
- Communicate with employees, respond to relevant queries in a timely manner
- Actively involved in developing training and performance management program that ensures all employees are familiar with their job responsibilities
- Create and proposes compensation strategy through market analysis and pay surveys
- Workforce optimization by analysing performance-business impact
- Design and manages tools, systems & processes to measure people impact that influence business performance
- Interact with partners, clients on regular intervals to measure program impact and implement necessary changes to improve overall performance
- Active involvement in developing, managing and driving performance metrics for all employees within the organization
- Investigation and resolution of employee issues, concerns and conflicts
- Ensure all employment practices comply with statutory & legal regulations

Essential Qualifications and Skills:

- Master's Degree/ Diploma or equivalent educational qualification in Human Resources/ Organizational Development / Labour Relations
- Experience of working as HR professional is a plus
- Demonstrated effectiveness in written and verbal communication
- Proficiency in Microsoft Office applications is essential. Knowledge in Human Resources Information Systems (HRIS) would be an added advantage
- Knowledge of compensation strategy, performance management, employee relations, safety practices and talent acquisition, and the ability to apply this information in a manner that is compliant with relevant employment law
- Experience with creating a culture of engagement, collaboration and teamwork
- Capable of compiling and analysing employment data to guide strategic planning
- Excellent communication skills
- Willingness to travel as and when necessary

Personal Attributes:

- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Tenacity and drive to seek new business and meet or exceed targets
- Able to manage diverse groups of stakeholders
- Self-motivated and a good team player
- Able to think creatively, with judicious and sensible judgement
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment

Remuneration:

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Vacancy Code	SFY-MSP-2023-006
Position	Manager – Sports Program
No. of Vacancies	04
Location	Bangalore / Kolkata / Chennai / Hyderabad / Pune / NCR
Mode of Operation	Office / Hybrid / WFH

Sportify is looking for Managers of Sports Program who will be responsible for high quality service and continuous improvement/ impact of business operations. This position is expected to play the role of a multi-functional department that has been positioned to plan, coordinate, control and execute all operational aspects. This position is to be the custodian of core property of the organisation i.e. high quality service delivery which is foundation for strong long term future. This role requires to handle operational responsibility with strategic perspective. This role requires collaborative working and shall coordinate with other functions within and outside the organization to provide strategic direction and ensure high T-SAT & C-SAT in line with company's business goals and objectives. Must have an eye-for-detail and focus on building new engagements internally and externally.

Indicative Roles/ Responsibilities:

- Effective high quality service including processes (SOP) through operational control
- Strategy, structure and process implementation for present/ future service excellence
- Client relationship management, measured through retention and customer satisfaction
- Business enhancement through cross selling, additional business, references and margin improvement
- Capability building of the Sports Trainers and Coaches
- Management and ownership of Business Operations P&L and client lifecycle
- Actively involved in developing training and performance management program that ensures improvement and growth for the team
- Interact with partners, clients on regular intervals to measure program impact and implement necessary changes to improve overall performance
- Actively involved in developing, managing and driving performance metrics

Essential Qualifications and Skills:

- Graduation/ Master's Degree/ Diploma or equivalent educational qualification
- Degree/ Diploma in Physical Education/ Sports Management is a plus
- 3-5 Years of proven track record in sports operations
- Demonstrated effectiveness in written and verbal communication
- Proficiency in Microsoft Office applications is essential.

- Experience with creating a culture of engagement, collaboration and teamwork
- Capable of compiling and analysing employment data to guide strategic planning
- Excellent communication skills
- Willingness to travel as and when necessary

Personal Attributes:

- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Tenacity and drive to meet business operations goals and objectives
- Able to manage diverse groups of stakeholders
- Self-motivated and a good team player
- Able to think creatively, with judicious and sensible judgement
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment

Remuneration:

Salary as per industry standards. All benefits and perks as per the company policy.

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Vacancy Code	SFY-PET-2023-007
Position	Physical Education Teacher & Sports Coach
No. of Vacancies	12
Location	Pan India
Mode of Operation	In School as per the location

Sportify is looking for Physical Education Teacher (PET) who will be responsible for guiding all age groups of school students towards excellence in the sports field. The teacher should be proficient in all major outdoor and indoor games and be able to lead an inclusive sports program in school. The PET should have the ability to plan the sessions/ classes for effective teaching. The teacher would follow the curriculum designed by the company and implement with on-ground modification as required. The teacher would also be responsible for any other tasks given periodically.

Indicative Roles/ Responsibilities:

- Sports training and development of school students (all age groups)
- Encourage students to actively participate in all sports and games from basic to advance
- Educating and Teaching Sports from fundamental level to competitive level
- Preparation and training of school team(s) before/ after school hours as it may deem fit
- Measure student progress in all sports and skill specific assessment to track the overall progress of school in sports
- Design, plan, and implement physical education lessons based on various boards like CBSE/ CISCE/ IGCSE/ IB etc.
- Teach PE as a subject for secondary and sr. secondary students
- Create and design appealing lessons that implement a variety of methodologies
- Teach students about sports, health, physical development and nutrition
- Celebrate individual and collective accomplishments by teaching the importance of self-improvement
- Cultivate student awareness and ownership of personal performance
- Encourage teamwork as to set collective and personal development goals
- Teach knowledge and skills in physical fitness, rhythms & dance, health education, team sports and march past
- Ability to plan and execute end-to-end Sports Day event

Essential Qualifications and Skills:

- Diploma/ Graduation/ Post Graduation in Physical Education
- Experience of working as PET would be a plus
- Experience of working in multiple boards would be a plus
- Should have effective communication skills for dealing with students, faculties, and management and should be organized, energetic and self-directed.
- Proficiency in Microsoft Office applications is essential.
- Experience with creating a culture of engagement, collaboration and teamwork

Personal Attributes:

- Ready to relocate
- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Self-motivated and a good team player
- Able to think creatively, with judicious and sensible judgement
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment

Remuneration:

Salary as per industry standards. All benefits and perks as per the company policy.

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Position	Tele Caller Business Support
No. of Vacancies	01
Location	Bangalore
Mode of Operation	Office / Hybrid / WFH

Indicative Roles/ Responsibilities:

- Work on the school database and make phone calls to prospective schools to fix appointments
- Send introduction mails and presentation deck to schools
- Visit various school websites to gather information on email id, school owner details and other school information
- Follow-up with school admins to get appointments with Principals and owners
- Send call reports on a daily basis on work completed in spreadsheet
- Good fluency in English oral and written
- Basic computer knowledge of writing mails, maintaining data in spreadsheet
- Persuasive approach, constant follow-ups by phone and mail to fix appointments
- Will work on school database in Bangalore region, Hyderabad and Chennai
- Achieve monthly fixed meeting targets

Essential Qualifications and Skills:

- Graduate
- 2-5 years experience in sales support
- Excellent communication skills
- Ability to communicate within team and clients, in a clear and concise manner
- Experience in drafting emails
- Excellent organizational skills, with emphasis on priorities and goal setting
- Proficiency in Microsoft Office applications is essential
- Adaptability and flexibility of business dynamics



Personal Attributes:

- Results-focused with a strong sense of ownership
- Ability to multitask and prioritise workload
- Self-motivated and a good team player
- Able to think creatively, with judicious and sensible judgement
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment

Remuneration:

4.00 – 5.00 Lacs per annum. All benefits and perks as per the company policy

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