



Sales & Growth Partner

What we do:

We at Buyhatke aim to give the ultimate user experience on any transactions online; be it online shopping, flight or train ticket booking, purchases or even crypto transactions. As we grow, we continue to expand our portfolio of products and services with new offerings like Buyhatke, **Bitbns**, Salesla, UseMyCards, TatkalForSure and more.

Bitbns is India's most liquid crypto exchange. With over 4.8 million users bitbns has seen rapid growth over time. Bitbns has built global first products around web3. Launchonascent.com bitdroplet.com/dapp to name a few. We are working on building some ambitious web3 products and would love for folks keen to join us.

What you'll do

- ✓ Ideal candidates will have sales management and leadership experience bringing a new product to market, scaling technology sales teams, excellent communication skills, and a knack for understanding customer needs.
- ✓ You will lead a team of high-performing individuals and deliver on ambitious targets.
- ✓ We are looking for a self-starter who has demonstrated success dealing with ambiguity, operating in a high-growth environment, and solving complicated problems with limited oversight.

Responsibilities

- ✓ Create go-to-market plans and solutions to meet our customer needs, in collaboration with Product, Sales, Finance and Marketing stakeholders.
- ✓ Manage day-to-day operations, with a focus on performance against key sales metrics.
- ✓ Be accountable for driving revenue, and new client acquisition at high rates of growth.
- ✓ Developing consultative and solution-based sales skills through all facets of the business cycle.
- ✓ Get hands on engaged in the largest, most strategic opportunities, leading executive relationships and helping the team win new customers.
- ✓ Lead with clarity and context with a compelling plan in line with Buyhatke's direction.

Preferred Qualifications

- ✓ Experience 2 to 5 years (Blockchain Domain - Crypto)
- ✓ Strong communication and presentation skills
- ✓ High energy, strong work ethic, disciplined execution skills.
- ✓ Knowledge in leading business strategy, innovation, and transformation at scale in a complex environment.
- ✓ High business acumen and strong analytical skills coupled with strong collaboration skills
- ✓ Ability to manage change and ambiguity with an action-orientation/drive – must thrive in a dynamic environment.
- ✓ Knowledge in leading business strategy, innovation, and transformation at scale in a complex environment.
- ✓ Passion for and demonstrated success understanding and fulfilling internal or external customer needs; problem-solver mindset.
- ✓ Self-motivated and results-oriented