



Sorting Swans EcoSocial Private Limited

The Life is Sorted!

Title: Marketing & Sales Master Warrior (Co-Founder/VP) (M/F)

Job ID: 03/2024-VP02

Location: Pune, MH, India

Date Posted: 12/03/2024

Job Description:

Are you a persistent **Learner** and does the sight of a challenge excite you? Are you passionate about building your own **Legacy** by solving critical environmental and social problems for masses? Does **Leadership** come to you naturally and you want to strengthen and propagate it further? Then the army of eco-warriors at Sorting Swans awaits you. Sorting Swans EcoSocial is an emerging Startup in the Circular Economy Sector and envisions to sustainably deliver maximum environmental and social impact. We are located at Venture Center, NCL Innovations Park, Pune and funded by Department for Promotion of Industry and Internal Trade, Government of India.

We are hiring **Marketing & Sales Master Warrior (Co-Founder/Vice President)** to build and lead our Marketing and Sales Departments. The ideal leader in this position should have **strong customer focus, expertise in conventional and digital Marketing and Sales, with leadership experience in Battery/Energy Storage industry.**

Key Result Areas of the Marketing & Sales Master Warrior will be:

- To develop and implement a strategy for identifying the right customers and to build relationship with them,
- To plan, develop and execute market immersion and customer discovery exercises to clearly identify the customer needs, their challenges, and pains,
- To develop and implement strategies to use multiple marketing channels suitable for the product and the business model,
- To hire and develop the Marketing and Sales teams with diverse skills and competencies,
- To develop and implement systematic and documented processes for the marketing and sales departments,
- To develop and implement Performance Indicators and Management Information System (MIS) for the Marketing and Sales departments,

Basic Qualifications:

- Masters' degree or PhD. in Business Administration with specialization in Marketing and/or Sales from a renowned university,
- 10+ Years of leadership experience in Marketing and Sales with proven record of delivering results,
- Strong sense of Ownership, Result Oriented and Data driven approach,
- Hiring and Team Management skills and experience,
- Strong Business and Project Management skills and experience.

Preferred Qualifications:

- Past work experience in the Battery/Energy Storage/Recycling sector,
- Relevant Certifications in Product Design, Design Thinking, and Project Management.

Interested? Then visit our [careers](#) page and click on the *Apply Now!* button. You may also scan the QR code.

