



Manager - New Initiatives

Functional Area: Business Development and Sales; Location: Noida, India

Are you a change maker who wants to play a pivotal role in restoring vision for millions of people in low income settings across India?

VisionSpring, an international social enterprise, seeks a Manager - New Initiatives for the Vision Access Projects vertical in its business development and sales team to develop new partnerships (particularly with Corporates (CSR departments), NGOs, and the Government) across India, foster and manage key accounts and other relationships, grow sales through new and existing partnerships, and oversee seamless completion of the project deliverables in sync with the projects execution team. The Manager - New Initiatives serves as a key member of the India Vision Access Projects team and reports to the Director - Vision Access Projects.

About Us

- We are creating access to affordable eyeglasses, everywhere; because clear vision creates opportunities for increased learning, work, safety, civic participation, and quality of life.
- As a social enterprise, social change motivates us first. Our focus on corporate partnerships serves and advances our mission objective - to increase functioning, productivity, and income earning potential for low-income consumers through the correction of refractive error with eyeglasses.
- We are working to transform the systemic dysfunction of the optical market which has failed to deliver eyeglasses, a 700-year-old technology, to 644 million consumers in need of vision correction, most earning less than \$4 a day.
- We serve low income consumers not as beneficiaries but as customers. Our customers expect a high quality and affordable product and will spend limited discretionary income for the immediate and tangible benefits of vision correction.
- By selling eyeglasses, we awaken new demand and seed a viable market. By selling new eyeglasses we are able to serve four times as many people per dollar input than the alternative of donating recycled ones. To efficiently scale, we must deliver each new unit with less cost.
- We run our business on both sales metrics and social impact measures. We exploit a range of organizational forms and practices to get the job done.



- We believe in scaling our impact, not our organization. We are a lean team of doers.

What You'll Do

- Willing and able to take up an important high-responsibility role and be in charge of managing and building relationships.
- Calling and meeting key partners and travelling for starting new partnerships/projects and scaling existing ones.
- Achieving ambitious growth targets.
- Negotiating with partners and convincing them on building association with VisionSpring.
- Maintaining relationships with clients by providing support, information, and guidance, and being able to independently research and recommend new collaboration opportunities.
- Maintaining good relationships with all stakeholders.
- Should be able to interact with C-level executives and top leaders with confidence.
- Regular follow-ups on new and existing contacts in order to secure new partnerships/projects.
- Oversee seamless completion of the project deliverables in sync with the projects execution team.
- Preparing reports by collecting, analyzing, and summarizing information about the project, upon completion of the project.
- Proposal/report writing and submission.
- Organizing and participating conferences, seminars, and workshops to create awareness.

About You

- Should possess leadership potential.
- Self-motivated, confident, and have positive attitude.
- Possess excellent business development and relationship-based selling skills.
- Should have excellent concept selling skills, especially in the Business-to-Business (B2B) environment.



- Ability to deal with high pressure and complexity.
- Have excellent customer relationship management skills.
- Should have excellent presentation, proposal/report writing, and negotiation skills
- Should possess excellent interpersonal and soft skills.
- Should be flexible and adaptable.

What's Required

- Master's degree (preferred).
- 8 to 11 years of professional experience in business development, relationship management, and sales.
- Willingness to travel up to 50% of the time, within India.
- Excellent communication skills in English and Hindi.

Compensation

- Salary based on experience and education.
- Exciting performance incentives.
- VisionSpring offers competitive benefits, including health insurance and generous vacation time.

To Apply

- Please submit an application including a thoughtful cover letter and CV to: hr.india@visionspring.org
- Only the candidates to be interviewed will be contacted.
- VisionSpring is an Equal Opportunity Employer.
- The final offer will be based on experience, education, and organizational fit.



VisionSpring:

VisionSpring (www.visionspring.org) is a global social enterprise and was founded in 2001 by US optometrist, Dr. Jordan Kassalow. VisionSpring's mission is to ensure access to affordable eyewear, everywhere. VisionSpring achieves its mission by delivering high-quality, culturally-appropriate eyeglasses and eye-screening services to people at the base-of-the-socio-economic pyramid in developing economies. Its work has enabled over 2.3 million people to gain access to affordable eyeglasses over the last 14 years. This includes over 1.2 million pairs of eyeglasses dispensed in India alone. In 2015 alone, VisionSpring's reached close to 1 million people globally and dispensed more than 500,000 eyeglasses in India.

VisionSpring has been recognized by the Skoll Foundation, the Aspen Institute, the Draper Richards Kaplan Foundation, and the World Bank. Dr. Kassalow is one of the Schwab Foundation's 2012 Global Social Entrepreneurs of the Year, the inaugural winner of the John P. McNulty Prize, and was named as one of the Impact 30 by Forbes Magazine. In 2014, VisionSpring received, in partnership with Warby Parker, the Tribeca Disruptive Innovation Award.

Some of our key operating verticals are:

Wholesale Partnerships: It's a wholesale channel to provide affordable eyeglasses to the eye hospitals (250+), Government, and mass market retailers across the country. The vertical leverages established distribution channels of the partner eye hospitals, Government, and mass market retailers to reach our target customers (those earning less than \$4 per day).

Vision Access Projects: Works closely with corporate partners (50+) to help them fulfil their Corporate Social Responsibility (CSR), Human Resources (HR), and Marketing goals. In addition to the corporates, the vertical also partners with NGOs, village-level entrepreneurs, faith-based institutions, and the Government to conduct eye-screening initiatives/camps and dispense eyeglasses to those who require. The patients diagnosed with cataracts and other complex eye diseases are referred to partner hospitals for further treatment. Vision Access projects operates around three impact themes: See to Earn; See to Learn; and See to be Safe. Through custom-designed impact projects, VisionSpring reaches with eyeglasses those who lack awareness, access, and affordability.

Optical Hubs and Outreaches: Consists of 10 optical hubs across 4 states in India. These hubs comprise of both standalone hubs and hubs located within the premises of partner hospitals and surgery centers. These hubs serve our target customers by providing comprehensive eye-exams and selling affordable prescription glasses, reading glasses, sunglasses, contact lenses, and other optical products. Some hubs



have community outreach mobile van teams associated with them. These mobile van teams conduct eye-screenings and dispense eyeglasses in surrounding communities, schools, and workplaces.