



Manager, Partnerships Sales (West India)

Functional Area: Sales

Location: Mumbai, Maharashtra, 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 in its sales team to develop and expand its channel partner network in West India, foster and manage key accounts and other relationships, grow sales across multiple product categories, and provide seamless customer service through execution of the sales process. The Manager leads the West India territory, serves as a member of the India Wholesale Partnerships team, and reports to the Head of Wholesale Partnerships. S/he will be based out of Mumbai, Maharashtra, India.

About You

- You are passionate, driven and have your eye on the prize. Your tenacity and commitment is what allows you to hit your sales goals and drive aggressive growth.
- You are in your element when closing business-to-business and institutional sales.
- You are a stellar relationship manager. You have the vision and people skills needed to transform transactional sales into key accounts.
- You are always on the hunt for new partners, and are always trying to increase market penetration in the region. You think internet and online databases are useful, but you find the best partners through referrals and networking.
- You are equally comfortable with direct sales and working with channel partners.
- You have a special talent for negotiating with partners to create win-win deals.



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 sales and revenue targets 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

- Achieve monthly sales targets through new and repeat orders.
- Network, research, and cold-call to identify new sales opportunities. Expand a portfolio of hospitals, clinics, and NGOs which have existing optical services or an interest in developing them.
- Build relationships with customers that have the potential to become key accounts by nature of their purchase volume and social mission. Manage existing key accounts.
- Develop strong relationships that will allow you to deliver world-class customer service. Regularly call and consistently follow-up with new and existing contacts. Travel across the region to meet with partners to understand their needs and constraints in order to best serve them.
- Work with Management to identify and assist strategic partners positioned to expand vision services to low income consumers.
- Liaise with the supply chain team to ensure seamless execution of all orders. Follow up with customers regarding sales documentation and payment.

2017 Position Description: Manager, Partnerships Sales (West India)



- Strengthen relationships with all key opinion makers and stakeholders. Conduct and attend educational and market development events such as partner workshops, seminars, conferences, etc.
- Maintain and regularly update the sales and partner database.
- You are the face of VisionSpring! Represent us with integrity and professionalism in all matters.

What's Required

- Bachelor's degree required. Master's degree preferred.
- Minimum of 5 years of professional experience in institutional sales
- Willingness to travel up to 50% of the time, within India.
- Excellent communication skills in Hindi, Marathi, and English (all compulsory).

Compensation

- Salary based on experience and education.
- Exciting performance-based 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
- Include your last name and "Manager, Partnerships Sales (West India)" in the subject line. Early application is encouraged.
- Only candidates to be interviewed will be contacted.
- VisionSpring is an Equal Opportunity Employer.

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

, 2017 Position Description: Manager, Partnerships Sales (West India)



has enabled over 3.5 million people to gain access to affordable eyeglasses over the last 15 years. This includes over 1.5 million pairs of eyeglasses dispensed in India alone. In 2016 alone, VisionSpring's reached close to 1 million people globally and dispensed more than 6,50,000 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, 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 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.