



Assistant Manager, New Initiatives Location: Bangalore, Karnataka, 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 an assistant manager of new initiatives to join our Vision Access Projects (VAP) team, as part of business development and sales, to develop new partnerships with corporations (CSR departments), NGOs, and governments across India. S/he will launch and manage key accounts and other strategic relationships, grow sales through new and existing partnerships, and oversee the seamless completion of project deliverables in coordination with the VAP execution team. The assistant manager of new initiatives serves as a key member of the India Vision Access Projects team and reports to the manager of new initiatives. S/he will be based out of Bangalore, Karnataka, India.

ABOUT YOU

- You are accustomed to being a top performer in a high-growth environment. Achieving targets fills you with a sense of drive and satisfaction. You are self-motivated and strategic in your approach to winning new business.
- You enjoy meeting new people and deepening existing relationships, so making sales calls, whether by phone or in person, comes easily to you.
- You are adept at concept sales and have a knack for painting a picture with words, making your vision tangible and getting others excited about what they are going to do.
- You have the maturity, confidence, and communication skills to build rapport with C-level executives and top leaders.
- You have a special talent for negotiating with partners for the closure of win-win deals.
- You understand that excellent customer service is the key to productive long-term partnerships, and regularly provide the ongoing support, information, and guidance your clients can rely on. Ideas for new collaboration opportunities pop into your head because you know them so well.



ABOUT US

- We are creating access to affordable eyewear, everywhere. 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 our low-income consumers by correcting refractive error with eyeglasses.
- We are working to transform the systemic dysfunction of an optical market that has failed to deliver eyeglasses – a 700-year-old technology – to 2.5 billion consumers in need of vision correction, most of whom live on 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 they 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 lower 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

New Business Development

- Conduct research to identify and pursue new opportunities to establish partnerships with private companies and government agencies and win their CSR funds for Vision Access Projects.
- Cold-call and network to find new sales opportunities, including representing VisionSpring at conferences, seminars, and events to proactively identify high-potential partners.
- Consistently follow up with existing and new partners to deliver the highest levels of customer service and engagement.
- Grow and manage VAP's network of CSR partners. Use your creativity to find new paths, and expand existing ones, to bring eyeglasses to our target population.
- Meet and surpass monthly, quarterly, and annual sales targets by winning new and renewal partnership contracts.
- Faithfully and accurately enter all sales activity—calls, conversations, meetings, WhatsApp and SMS texts, and other messages—into Salesforce, our customer relations management (CRM) system.

Key Account Management

- Map and manage key accounts. Maintain and strengthen relationships with key decision makers and stakeholders and assure that we are building lasting partnerships.
- Regularly follow up with clients for MOU (memorandum of understanding) renewals and payments.
- Monitor completion of project deliverables in collaboration with program and execution teams. Provide clients with timely and accurate information about project progress. Proactively communicate challenges and recommend solutions.
- Help clients share their impact with internal stakeholders, including boards of directors and employees, and work with clients' marketing and communications teams to share results externally.
- Collect positive feedback and testimonials from satisfied clients.

WHAT'S REQUIRED

- Master's degree in marketing and sales, business, and/or related field.
- 3 to 6 years of professional experience in business development, relationship management, and sales.
- Strong concept selling skills, especially in the business-to-business (B2B) environment.
- Exceptional customer service skills in addressing client questions promptly, managing client expectations, and resolving complaints.
- Excellent communication skills in English and Hindi, including strong presentation, proposal writing, and negotiation skills.
- Must meet the highest standards of ethics and personal integrity.
- Willingness to travel up to 35% of the time, within India.

COMPENSATION

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

TO APPLY

- We want to know more than just what you have done. We want to know who you are. What are the passions and talents that draw you to this role?
- Please submit an application, including a thoughtful cover letter and CV, to: hr.india@visionspring.org. Please assure there is a short description of each company or organization on your CV. Include your last name and "Assistant Manager of New Initiatives" in the subject line.
- Please note, only candidates to be interviewed will be contacted.
- VisionSpring is an Equal Opportunity Employer.