

September 2021

## **MANAGER- SALES ASPIRE IMPACT MISSION INITIATIVES PVT. LTD.**

Aspire Impact (or Aspire), a leading social enterprise in leadership skills and social impact ecosystem development, is seeking to hire a Manager-Sales for our flagship product- Corporate Impact Assessments, to be ultimately based in Gurgaon, but currently working from home until the pandemic recedes.

### **Background**

Aspire was founded in 2007. As a social enterprise focused on Employability and Skills Development, Aspire pioneered Employability Education in India, training over 65,000 unemployed youth in Tier 2/3 cities for new economy jobs. It received many awards and recognitions, including the \$100,000 McNulty Prize from The Aspen Institute, India's Top50 Initiatives from Business Today, Young Turk from CNBC and Education Czar from HT-MINT.

### **About Aspire Impact**

Aspire Impact ([www.aspireimpact.in](http://www.aspireimpact.in)) is India's first Impact Rating & Certification initiative with a proprietary 4P (Product, People, Planet & Policy) Impact Assessment standards framework. A social enterprise, assessing corporations, banks, funds and non-profits, Aspire Impact, as leadership and ecosystem developer in social and environmental impact space, also fosters Impact Science for Executive Education & Training and supports scaled impact through Impact Start-Up Support for incubators & accelerators.

Aspire in its new avatar, will be a leadership skills and ecosystem development initiative for social and environmental impact with 3 Impact business divisions:

- a. Executive Education: Impact Specialist & Impact Investment executive education programs, in collaboration with ESGRIC, University of Chicago
- b. Impact Assessments: Proprietary 4P impact assessments and certifications for impact enterprises and big business alike
- c. Start-Up Support: Online training programs & global network to Indian impact accelerators & incubators, in collaboration with global leader, Impact Hub

Aspire currently has a small 16-member team, further supplemented by Interns. We are hiring 4 more team members to build a 20-member team.

### **Aspire Circle**

Aspire additionally founded Aspire Circle ([www.aspirecircle.org](http://www.aspirecircle.org)), a not-for-profit initiative, in 2007, to promote enlightened social leadership. It builds and scales three impact initiatives- Fellowships, Scholarships and Internships, to catalyse India's leadership capabilities in social and environmental impact. Aspire Circle has over 200 Fellows and has awarded 33 scholarships since inception in 2007. Since 2020, Aspire Circle is also home to the Impact Future Project, a thought-leadership platform which brings together over 200 business, investment and non-profit leaders to unlock private capital for public good.

## Manager-Sales Role & Responsibilities

The Manager-Sales must be mission-minded, self-starter and determined executive passionate about Comprehensive Impact Assessments. S/he will ideally be between 25-40 years of age, with 4-10 years' experience, and, be prepared for a startup experience. S/he may or may not have any prior Social Impact or Development sector experience but must have Sales experience. S/he will receive a market compensation, as per Impact sector norms.

The key responsibilities of the Manager-Sales will include but not be limited to the following:

1. Evolve and Execute Sales Strategy: Sharpen the sales strategy and focus of Comprehensive Impact Assessments for the focus sectors
2. Manage and Execute Sales Pipeline and Processes: Manage the sales pipeline from lead generation to sales closure, completing need assessments, writing proposals, negotiating, closing, managing the account, receivables and account renewals.
3. Collaborate with the Marketing Team in Lead Generation: (1) Keep sharp focus on all our media assets (Websites, LinkedIn, Twitter, Instagram, Facebook, Flickr & YouTube) and help grow following & viewership for lead generation, (2) Create campaigns directly and work with external agencies as required
4. Specialisation: You should specialise in a few sectors, create market mapping of best practices in sustainability / impact assessment to engage with clients.
5. Internal Presentations & Reporting: Structure, edit and improve internal presentations & documents, including sales kit

## Qualifications

As a start-up in a new sector, the Manager-Sales should be flexible and adaptable to emerging realities and trends- the above products may change a lot with the market developments. S/he must therefore possess the following qualifications:

- Post Graduate Degree in Business or Social Development
- Minimum of 4 years' sales experience. Experience in the Impact Sector is desirable
- Detail-orientation with ability to produce high-quality marketing documentation
- Strong English-level communication skills (written and verbal)
- Established track record of performance

Interested candidates must write to:

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