

## **DIRECTOR - 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 Director-Sales for our flagship product-Comprehensive Impact Assessments, This is a long-term **work-from-home** opportunity, reporting to the Chief Sales Officer. We are an equal opportunity employer, women desirous of returning to work after a gap are welcome to apply.

### **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 a leading social enterprise focused on leadership and ecosystem development with the following key initiatives:

**Comprehensive Impact Assessments (CIA):** We are India's 1st Impact Rating & Certification initiative, assessing corporations, banks, funds, and non-profits. We use our proprietary 4P (Product, People, Planet & Policy) framework to help organisations evaluate the impact of their activities and operations on society and the environment and chart their Impact journeys.

**Executive Education:** Impact Specialist & Impact Investment executive education programs  
Impact Assessments: Proprietary 4P impact assessments and certifications for impact enterprises and big businesses alike

**Impact Future Project** is a collaborative thought leadership platform for impact leaders to create research & knowledge, awareness & advocacy, and education & training for the imminent Impact Economy. The initiative is for the public good, to (a) generate transformative investment ideas, (b) develop standards-based impact measurement framework, and (c) a digital platform for all entities.

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.

## Director- Sales: Role & Responsibilities

The Director- Sales must be mission-minded, self-starter and determined executive passionate about Impact Assessments/Sales. S/he will ideally be between 25-45 years of age, with 8-15 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 market compensation, as per Impact sector norms. We are an equal opportunity employer, women desirous of returning to work after a gap are welcome to apply.

The key responsibilities of the Director-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 Director- 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 8 years' sales experience. Experience in the Impact Sector is desirable but not mandatory
- Detail-orientation
- Strong English-level communication skills (written and verbal)
- Established track record of performance

Interested candidates must write to:

Director HR- Aspire Impact  
[jobs@aspireimpact.in](mailto:jobs@aspireimpact.in)