

JOB PROFILE: DIRECTOR- SALES

Aspire Impact Ratings Pvt. Ltd.

Aspire Impact (or Aspire), a leading social enterprise ESG, Sustainability and Impact Measurement, 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 Business Officer or the Business Unit CEO until we hire a CBO. We welcome women returning to the workforce who may have been off the workforce for 5-10 years.

Background

Aspire Group was founded in 2007. It has launched three initiatives over the past 15+ years: Aspire Education, Aspire Circle and Aspire Impact.

Aspire Education (www.aspireeducation.in), our first 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.

Aspire additionally founded Aspire Circle (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 catalyze India's leadership capabilities in social and environmental impact. Aspire Circle has over 275 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 300 business, investment and non-profit leaders to unlock private capital for public good.

About Aspire Impact

Aspire Impact (www.aspireimpact.in) is a social enterprise focused on ESG, Sustainability and Impact Measurement. Aspire Impact is India's first Impact Rating & Certification initiative with an independent, 4P (Product, People, Planet & Policy) Impact Assessment standards framework. It awards Green Leaf, Silver Leaf, Gold Leaf and Platinum Leaf ratings to organizations based on its impact assessment. It is also the Commissioner and Knowledge Partner of the Impact Future Project (IFP). Aspire currently offers seven products:

1. Comprehensive Impact Assessments (Corporate Edition)
2. Comprehensive Impact Assessments (NPO/CSR Edition)
3. Comprehensive Impact Assessments
4. ESG Impact Ratings
5. Impact Specialist Program
6. Impact Future Project
7. IKOO

Aspire is now growing its 21-member team, further supplemented by Interns, by hiring 4 more team members across two Business Units: Impact Assurance BU and IKOO BU.

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 30-40 years of age, with 10-15 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.

The key responsibilities 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, account renewals and MIS.
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. Write excellent persuasive proposals. Transparently report your Monthly Sales Pipeline, MIS and Time Sheets.

Qualifications

As a start-up in a new sector, the person 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 10 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

Please send your CV at vrashali.chawla@aspireimpact.in/ jobs@aspireimpact.in