



## SARAL DESIGN SOLUTIONS PRIVATE LIMITED

CIN: U79400MH2015PTC265489

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### **Partnerships Lead, Mumbai, India | Full Time**

At Saral Designs, we are constantly on the mission of making better products for our customers. We aim to understand their needs, improvise on designs and serve the products to them in the most convenient manner. We are building a strong sales force for making our innovations reach their beneficiaries. The Partnerships Lead's primary responsibilities are to oversee partnership development for building strategic sales & distribution channels, maintain excellent partner relationships and engage actively in increasing our outreach.

#### **Roles & Responsibilities:**

- Identify Corporate partners, NGO partners and grant based agencies to support field projects
- Engage with various stakeholders for end-to-end project implementation
- Build a strong network through targeted outreach and planning
- Developing and implementing sales strategies for increase market reach
- Assist in user-training and awareness sessions for the users/institutions
- Strategize social marketing campaigns for specific marketing goals
- Maintain relationships with sales force / clients by providing support, information and guidance

#### **Requirements:**

- Ability to connect with others and forge strong relationships
- Start-up attitude: quick execution, self-drive and willingness to work long hours
- Strong written and verbal communication skills, able to deliver clear, concise information to partners, clients and team
- A customer centric, empathetic, creative and analytical problem-solving mindset
- Enthusiastic to work on ground to gain maximum exposure and learning
- Willingness to travel
- MBA or equivalent (Preferable Sales & Marketing) from a reputed institute
- 1-2 years of work experience in Sales/ Corporate Relations/CSR Fund raising preferred

#### **Further details:**

For further details, please write to us at [careers@saraldesigns.in](mailto:careers@saraldesigns.in)

To know more about us, visit [www.saraldesigns.in](http://www.saraldesigns.in) or our Facebook page [www.facebook.com/saraldesigns](http://www.facebook.com/saraldesigns)