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**A One-Stop Career Catalyst**

**About the Firm**

Phoenix Global is a skill-development company that helps students acquire and master professional and soft skills as per the requirements of the industry benchmarked to world’s top firms, trained by top class industry professionals.

Phoenix Global is a platform having Industry professionals with esteemed alma mater including the IITs and IIMs to mentor and decipher the cutting-edge skills, critical to the emerging industries while also giving them an opportunity to work on a project under mentorship of industry professionals from the IITs /IIMs.

**Vision**: To be a national leader in skill development and industry readiness training by providing differentiated training from top-class industry experts.

**Mission**:To be a go-to skill development platform for students, imparting skills benchmarked at global standards that help them realize their dream careers profitably

**Core Values**: The 4Ps **–** Professionalism**,** Punctuality**,** Passion**,** Perseverance

**Selection Process:** Resume based shortlist followed by virtual PI

**Soft Skills Requirements**

* **Mandatory**: Strong leadership and communication skills, ability to work in a team and get the goals reached. Self-motivated personality with strong commitment to purpose, learning and development.
* **Optional**: Background of having held PoRs, Presentation skills

**Contact**

**Human Capital Management Division**

**Central Administration Office (CAO Hyderabad)**

**Phoenix Global**

A4SPHOENIX GLOBAL TECHNO MANAGEMENT SOLUTIONS PVT LTD

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**Position 1: Manager – Business Operations (Marketing and Sales)**

· Reporting to : Director

· Location : Hyderabad (Hybrid:WFH+WFO)

· CTC : B. Tech/BBA/B. Com – INR 4.1LPA to INR 6.5 LPA

MBA/PDGM – INR 6.5 LPA to 10.5 LPA

(Fixed + Variable component)

Role Description:

* Reach business goals set by the reporting manager and coordinate with team members towards implementing the campaigns assigned.
* Maintain sales pipeline and manage client relationship with constant coordination and engagement.
* End to end B2B Sales and Marketing assignments as per the business requirements, assigned by the reporting manager
* Participate in CXO level weekly governance review to contribute, understand and implement the short-term S&M strategies.