**The Position**As our Country Head, India, you'll be focused on driving new business and supporting existing business by finding and developing new opportunities for growth. We are looking for a leader who will be able to lead the international team of Frameplay. Day-to-day responsibilities include building and optimizing scalable processes to prepare the company for growth. Talking to partners, closing deals and tracking various data points that will help optimize our business. You will hold high levels of professionalism and Frameplay product knowledge. Our team is entrepreneurial, curious, passionate, and self-driven, and if you are too, and we would love to meet you.

**Duties**

* Continue to build the foundations and processes of Frameplay in India
* You will lead the brand, and drive new business by finding and developing leads
* Create & articulate compelling value propositions around Frameplay solution
* Manage pipeline and follow through with presentations, demos, proposals and contract.
* Maintain active engagement with new and existing leads through creative follow-up communications designed to increase customer interest in Frameplay
* Prepare a variety of status reports, including activity, closings, follow-up, and adherence to goals

**Requirements**

* 5+ years of work experience in business development, sales or operations in tech
* High energy, excellent written and verbal communication skills, and a positive hunger to be great
* Ability to multi-task, prioritize, and manage time effectively
* Experience and or enthusiasm about learning the HR/FinTech sales space
* Strong strategy, research, analysis, presentation and negotiation skills
* You have a track record of nurturing strong business relationships in the India market