

GoFloaters

<https://www.gofloaters.com/job/manager-business-development/>

Growth Hacker – Bengaluru/Hyderabad

Employment Type

Full time as part of the core team

Description

GoFloaters is a fast-growing on-demand and flexible office space startup. We provide affordable coworking spaces and shared offices in Chennai, Bengaluru, and Coimbatore and in the process of expanding our operations across India and internationally.

Job Location

Bengaluru/Hyderabad

Working Hours

Fully flexible

We are looking for Growth Hacker for the Bengaluru & Hyderabad market.

The Ideal candidate

1. Is excited about and wants to play a part in the #futureofwork paradigm
2. Loves meeting, talking to and helping people
3. Enjoys traveling and exploring new places
4. Has superb communication skills
5. Can network at scale and build relationships
6. Is proactive and innovative
7. Is smart and independent
8. Is a self-starter with lots of initiative and creativity.
9. Is social media savvy
10. Excellent at using data and quantitative approaches for decision making.
11. Does not mind crisscrossing Bengaluru/Hyderabad traffic day in and day out to meet partners, customers, eco-system players etc.

He/she will

1. Envision, plan, test, implement, scale, and optimize initiatives and cross-channel campaigns designed to reach our target user and partner base
2. Work closely with the marketing team and help launch campaigns specific to Bengaluru/Hyderabad
3. Find new and innovative ways to engage with our target user base, create awareness and generate leads

4. Be responsible for capturing significant growth, profitability, and long-term sustainability
5. Deliver consistent partner growth every month in the Bengaluru/Hyderabad market
6. Actively engage with our target audience and build a strong & vibrant “GoFloaters” community across the city
7. Host and sponsor events that will Increase our brand awareness and encourage learning, communication, collaboration and accelerating the GoFloaters community.
8. Strike creative partnerships & alliances that helps in brand and community building
9. Understand and effectively sell GoFloaters capabilities to deliver value and address customer needs – and guide the refinement of these capabilities
10. Build a portfolio of clients, with a focus on mutually-beneficial, long-term relationships that establish GoFloaters as a trusted partner
11. Optimize and evolve all of the inbound and outbound sales processes through data-driven, results-oriented evaluation, and experimentation

Contacts

If you have any questions write to us at hire@gofloaters.com.