



Grow Your Career

at LinkedIn's Top 20 Start Ups

Business Development Associate



We are a

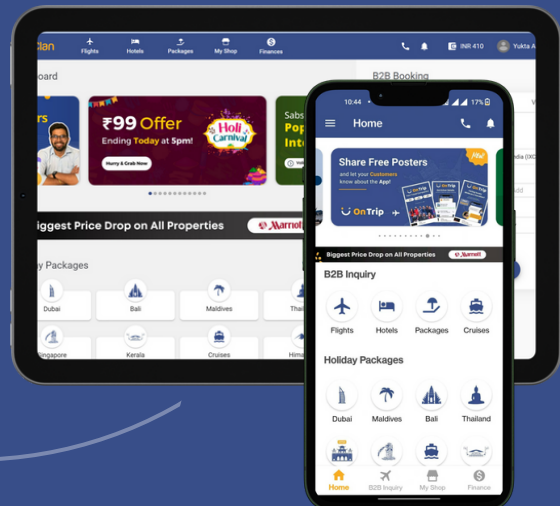
B2B Travel Company

We Sell to

Travel Agents



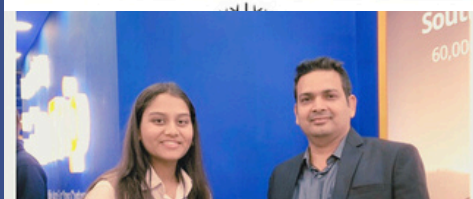
We Sell
Flights, Hotels
& Packages



We Thrive When

Travel Agents

**Grow
Their
Business**



We go
the extra mile

To deliver

Exceptional
Travel
Experiences



Business Development Associate

Annual CTC

₹5.4 -7.5 LPA



Roles and Responsibilities

- Sole point of contact in building and managing a highly engaged community of business entrepreneurs/ agents
- Educating members about TravClan and managing 100-200 business accounts
- Working in close interface with the finance, product and marketing team to build better processes, products and reach, respectively
- Healthy retention of agents while growing the volume of agent's business through TravClan
- Ensuring customer delight while managing Agent's grievances related to payments, services, products etc.
- Effectively managing feedback and escalations from the business partners.
- Hosting country wide offline and online events & meet ups of members from time to time

GROWTH PATH

Business Roles

GM/Director

35-50 LPA



Head

18-35 LPA



Manager

10-18 LPA



Associate

5-10 LPA

We are invested in

Your Growth !!



Above Market
Compensation



Work with High
Responsibility



Create wealth
with ESOPs



Great Team &
Mentors



Training & Support

Settling in new roles can be challenging.

We enable you to learn faster with

- training,
- resources and
- a collaborative team environment.

Recruitment Process



Aptitude Test & Group Discussion

- A basic 50-minute eliminatory aptitude test
- 30-minute group discussion held separately



Personal Interviews

2-3 detailed interviews + detailed discussions about the job profile



Extending an offer

Finally the job offer is extended to the candidate

Check if you **Fit in the Role**



You Must...



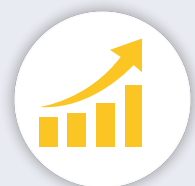
- Love Challenges
- Enjoy the Thrill of Closing Sales
- Be comfortable with Targets
- Enjoy speaking to clients on call

You can...



- Perform consistently
- Hustle, Hustle, Hustle

You want to...



- Improve business acumen
- Improve negotiation skills

— This role is not ideal for someone who is...

- ✗ not comfortable with sales/targets
- ✗ Looking to build a career in the **technical domain**.
- ✗ not okay **speaking with customers on call for a minimum of 4 hours daily!**
- ✗ not good at resolving customer queries or escalations
- ✗ not comfortable with long **working hours i.e. 10 - 12 hours daily**
- ✗ not excited about working on Saturdays (6 days a week)

*Ditch what
you're not into.
Never settle for less!*



Our Non-Negotiables



100% Work from Office

6 Days a week **Including Saturdays**

work hours

9:30 till **Work Gets Over**


You should expect 10-12 hours work in a day!

We are fast-growing startup & building something valuable takes time. We understand that some aspects of this role are demanding, and we strive to make our office a place where you feel supported, valued

We are an ideal workplace For Team Players


If you just want to

- ? share problems
- ? stick to status quo
- ? question long hours
- ? do bare minimum
- ? look for quick wins

 **You May Not Be
Happy At Work**

You will thrive, if you

- ✓ solve problems
- ✓ improve processes
- ✓ focus on output
- ✓ make customer smile
- ✓ build lasting value

 **You Will Shine
& Grow With Us**

Top Performers at TravClan, have
High Ownership



With the right intent & attitude

You have the opportunity to

**Improve the
Livelihood of Agents**

& the power to create

Happy Travel Memories



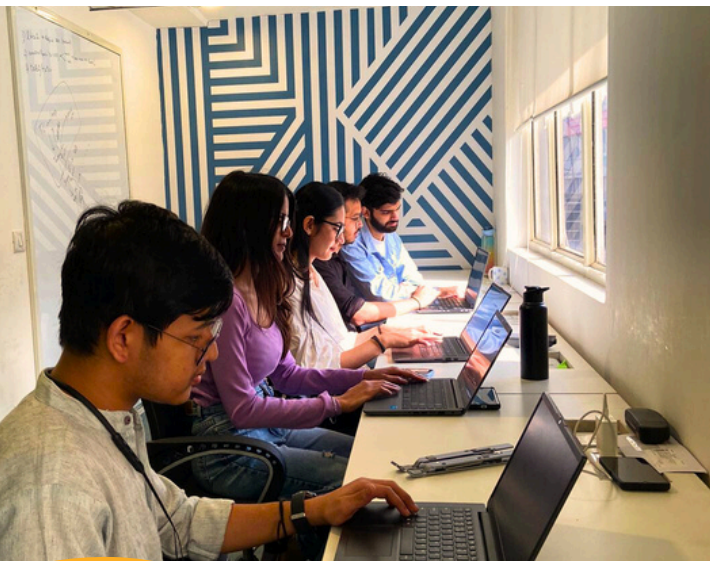
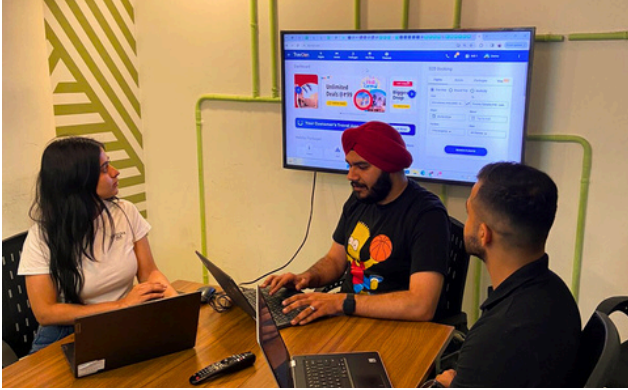
Office Location

Connaught Place

3 minutes walking distance from Rajiv Chowk & Barakhamba metro



Gallery



Gallery



**Looking forward to having
you on board with us!**

