



# Grow Your Career

at LinkedIn's Top 20 Start Ups

## Growth & Operations Associate

Rotational Role in Business Development & Operations



We are a

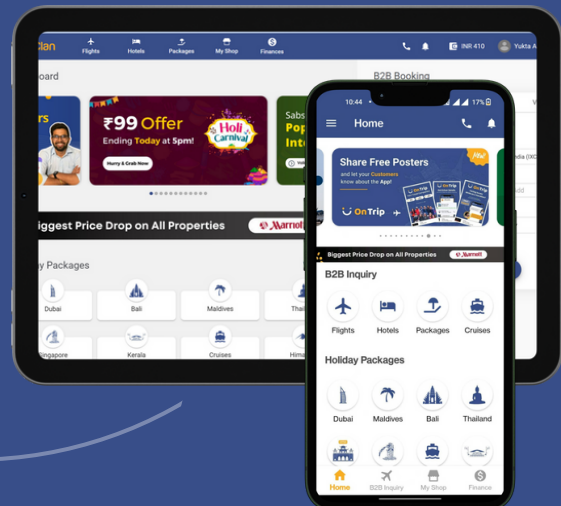
# B2B Travel Company

We Sell to

# Travel Agents



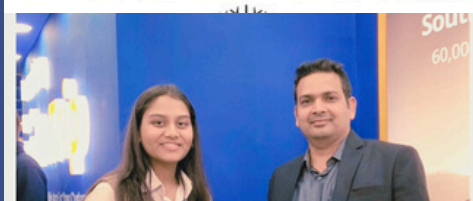
We Sell  
Flights, Hotels  
& Packages



We Thrive When

Travel Agents

**Grow  
Their  
Business**



We go  
the extra mile

To deliver

# Exceptional Travel Experiences



# Growth & Operations Associate

Annual CTC

₹5.4 - 7.5 LPA



## Roles and Responsibilities

- This is a rotational role where you will be working for the first year in Business Development and in the second year in Operations. After two years, based on performance, you will be assigned a work area.
- In Business Development, you will be required to build and manage a community of travel agents, handling 100-200 accounts.
- In Operations, you will manage end-to-end bookings for flights, hotels, and packages, including cancellations and refunds.
- Both roles require you to handle customer and vendor feedback, escalations, and grievances to ensure satisfaction and coordinate with suppliers, for timely delivery of services and confirmations.

# 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...**



- Enjoy the Thrill of Closing Sales
- Be comfortable with Targets
- Enjoy speaking to clients and suppliers on call
- Have high ownership to complete your work

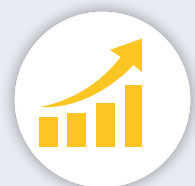
## **You can...**



- Make quick decisions
- Hustle, Hustle, Hustle!

## **You want to...**

- Improve business acumen
- Improve negotiation skills



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

- ✗ not okay speaking with customers/suppliers on call for a **minimum of 4 hours daily!**
- ✗ not good at **resolving customer queries or escalations**
- ✗ not comfortable with **sales/targets**
- ✗ not **disciplined** to sit and work
- ✗ not excited about working on Saturdays (**6 days a week**)
- ✗ not comfortable with long working hours i.e. **10 - 12 hours daily**

*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**



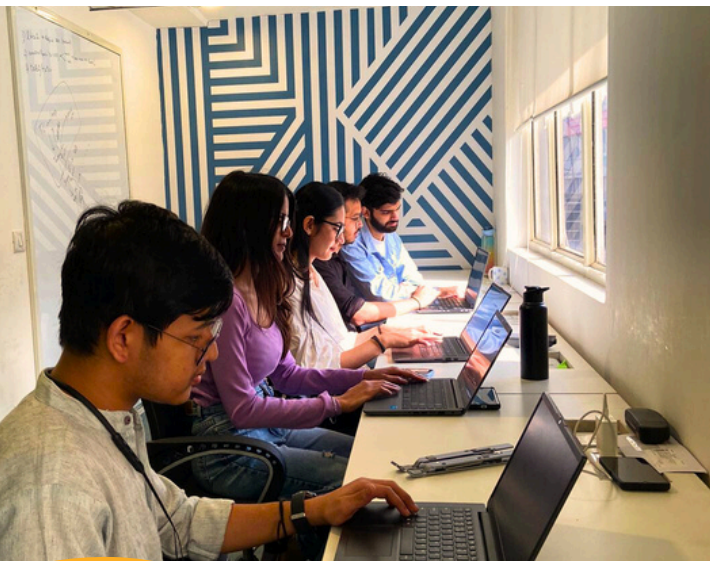
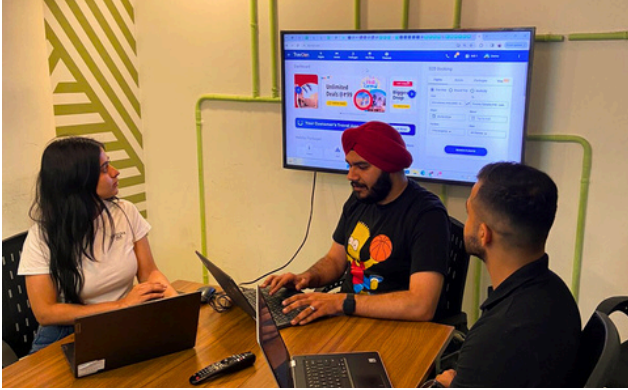
*Office Location*

# Connaught Place

**3 minutes** walking distance from Rajiv Chowk & Barakhamba metro



# Gallery



# Gallery





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

