



ARE YOU OUR CHIEF OF GROWTH?

Exciting opportunity to **join a fast-growth Tech startup** with world-first innovations in chat-based solutions, on a mission to change the way that businesses recruit and support their deskless employees, **leaving no-one behind!**

KEY ROLE

-  Chief salesperson & evangelist
-  Driving business growth
-  Strategy: positioning, promotion, pricing (supported by the C-Team)

VALUE PROPOSITION

- **Remuneration:** salary & performance
- **Location:** remote / hybrid (CPT)
- **Benefits:** flexible work hrs, work-life-balance
- **Culture:** growth-minded, innovative, collaborative, impactful
- **Career & personal growth:** playing a pivotal role in achieving 10x scale in the next 2 yrs

REQUIREMENTS

- 8+ years of experience in sales or business development; 5+ years of experience in a managerial role.
- Proven track record of leads generation and conversion.
- Very comfortable with communicating business value effectively and with passion to corporate executive stakeholders.
- Negotiation and business proposal writing skills.

LET'S CHAT

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MINTOR

- We provide **Whatsapp chatbots that automate HR processes, enabling the global majority workforce** with poor access to computers & phone data to access jobs, grow on the job and **improve their lives** - all via the chat app already in hand.
- Award-winning chatbot automated tools for: applications & registration; training; surveys; relaying of info and docs
- Use cases: Recruitment, HR ESS and L&D, M&E, community support
- Omnichannel: we connect any chat app (eg Whatsapp) with any system (eg HR; CRM)
- C-team comes from Ernst&Young, PWC and The World Bank.
- **Our mission: support the digitally disconnected to improve their lives, leaving no-one behind.** www.gomintor.com

YOU

- Change agent with the knack for professionally persuading Director/Exec level to adopt new tech that will improve both the business world and lives of employees/beneficiaries.
- Invigorated by the challenge of creating and educating a new market, and developing a strategy for efficient international expansion.
- Entrepreneurial mindset and a natural tendency to lead and inspire.
- Passion to make a large scale social impact on neglected / lower LSM communities, whilst solving business needs.

RESPONSIBILITIES

- Developing and implementing scalable and efficient strategies to ensure consistent and exponential growth, including marketing, sales and product-market roadmap.
- Building strategic partnerships and relationships to drive growth.
- Being the public champion for the business.
- Generate leads, conduct meetings with leads, build relationships with leads, convert leads.
- Reporting updates and strategic recommendations to the Board of Directors regarding progress on strategic goals and industry trends.
- Foster a culture among the remote team of employees and freelancers that's conducive to productivity, innovation and participation in realizing the Mintor vision.

Help us accelerate scale and impact billions of underserved communities globally!