Sr. Manager, Business Development

Apply at : careers@symboinsurance.com

About Symbo

Symbo is an Insurtech company disrupting the way insurance products are distributed. Historically, Insurance has been a push product and always been "sold". We are turning that on its head and are making insurance a product that is "bought" by the customer. By embedding highly contextual insurance products in the user's buying journey, we make the entire purchase experience highly relevant, intuitive and seamless for the user. With over 7M+ monthly transactions, Symbo is one of the largest embedded insurance platforms in the region.

Founded in the year 2017, we are a team of over 80 people with offices in Mumbai and Singapore. Symbo is backed by reputed VCs like Integra partners, Insignia ventures, AJ capital and Credit Ease.

A quick summary of the role

You will be responsible for growing Symbo's partner ecosystem across multiple categories. You will actively prospect clients, build relationships and close business for our embedded insurance product. You will need to identify opportunities, shape the proposition and bring together enterprise partners, insurers and internal teams to turn an idea into a scalable business.

Your remit spans market strategy, partnerships, commercial closure, launch and sustained revenue growth. The position will report to the VP, Business Development and will be based in Mumbai.

Roles and responsibilities

- Research, prospect and acquire clients and partners across Symbo's key target verticals
- Own the entire sales cycle right from prospecting to closure. Prepare sales proposals, RFPs, agreements to ensure timely sales closure
- Plan and deliver on quarterly and annual revenue targets that helps Symbo achieve its business goals
- Bring product, technology, legal and operations teams together to take partnerships live
- Drive adoption and revenue growth, expanding successful programmes across products, channels and markets.

- Liaison closely with product and sales teams to develop all collateral such as sales decks, one-pagers, technical documents, etc.
- Demonstrate high account management standards to ensure customer satisfaction
- Represent the company across industry events and conferences

Requirements

- 5+ years experience in Sales and Business development. Experience in B2B Software Sales and Fintech preferred
- Bachelor's Degree in any discipline, Entrepreneurial stint a plus
- Excellent communication skills, both written and verbal
- Creative, persistent, resourceful, detail-oriented, highly organized, hands-on
- Strong problem solving and analytical skills
- Self-driven, comfortable with a fast-paced, always-on, highly ambiguous environment

Why Symbo?

- Build new businesses at the intersection of insurance, distribution and technology.
- Work with enterprise partners to solve real customer problems.
- Take ideas from the first conversation to launch and meaningful revenue.
- Help shape Symbo's expansion across sectors and markets.

Please email your CV at careers@symboinsurance.com