VP, Business Development

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. Apart from being a sales leader, you will also act as a trusted solutioning expert to help our clients bundle Symbo's insurance products in a way that creates value and delight for the end user.

The position will report to the Chief Business Officer with openings in Mumbai, Delhi NCR or Bangalore.

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
- Build and nurture a team of aspirational Sales professionals and help them achieve their career goals
- Plan and deliver on quarterly and annual revenue targets that helps Symbo achieve its business goals
- Work closely with the client and Symbo's internal stakeholder to design embedded insurance solutions that deliver value to the client and their end users
- 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
- Own the entire P&L and Go-to-market motions for the verticals assigned to you

Requirements

- 8+ 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