

## Stones2Milestones - Position Profile

**Position Title:** Associate/Manager/Senior Manager – Growth and Business Development

**Department:** Wings of Words (WOW)

**Working With:** Co-Founder //WOW/Growth @ Stones2Milestones

**Locations:** NCR, Bangalore, Hyderabad & Chennai

### About S2M

Stones2Milestones is on a mission to 'Create a Nation of Readers'. Gifting children the will & skill to read in English.

Children going to English medium schools fall behind academically because they are expected to learn, read and speak in a language that is alien to them and their surroundings - English. In India itself an estimated 89% of 260 million children read below grade level.

We solve that problem by giving them an affordable, research based, scientifically designed and intuitive in-school reading programs which are systematic, contextual and age-appropriate, currently impacting more than 100,000 children across 15 cities. We would leverage our technology platforms to grow our Mission across three axes - age, geography and stakeholders.

The team believes that by helping children to 'Learn to Read' in elementary years, they enable them to 'Read to Learn' during formal education and eventually 'Read to Lead' in their chosen path, aiding them in finding their place in the world.



STONES2MILESTONES EDU SERVICES PVT. LTD.

+91 9077077777

yourfriends@stones2milestones.com

www.stones2milestones.com

## Position Purpose & Key Responsibilities:

- **You love scale and excellence.** You are not satisfied with mediocrity. You look to delight the client with every contact of yours - in person, over the phone or with your emails/messages. As you wear two hats of vying for new growth and servicing existing partner schools you would need to balance both roles. You will be required to meet and exceed targets set for you.
- **You feel the pulse.** As a growth person, there is no set formula for success. You need to be aware of the client's needs, existing pain points and provide solutions
- **You are willing to listen** and adapt your pitch to what is needed at that moment instead of coming with a preconceived notion.
- **You have a research mindset.** A large part of the work will involve finding out about the potential clients in advance. This will require spending time to get information about the school or the person you are visiting or speaking/writing to. You would have to find out the key distributors and channel partners who can help scale the B2B business. You will have to find out about existing programs, pricing, key decision maker contacts etc.
- **Data-driven attitude.** Trust but verify. You are comfortable looking at numbers to analyze whether the program is working effectively instead of going by your hunch. Your daily reporting will be data driven through the CRM tool used by the organization.
- **Documentation/Attention to detail.** Old adage - what is not documented is not done. You don't mind keeping tracking of your work, which in turn helps you plan your days better. You will innovate to achieve your targets. You must know how to effectively utilize your time on the go.

## Required Qualification & Skills:

- Excellent interpersonal skills & communication skills
- Passion for making it big and scaling up
- Leveraging network and creating channel/distribution partners
- Heart for client success and delight
- Good writing, language and editing skills
- Results driven with strong learning skills
- Willingness to travel at short notice

## Key Factor for Success:

- Alignment to the vision & mission with an aim to create deep real world impact
- Energetic, flexible, and do whatever you can to make it work' attitude

*worded with care*



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