



#Joy Is You

Full-Time Opportunity

About #JoyIsYou :

#JoyIsYou is one of the fastest growing personal growth companies in India. It's an initiative by IIT-Delhi alumni committed to inspiring organizations, teams and individuals to reach their greatest potential. We support our organizational and team clients as they learn to achieve outstanding business and operational results while nurturing healthy and balanced ways of working, embracing the creative spirits of their people and enabling joy at work.

We coach leaders toward reaching personal goals and inspiring the best from others. We also coach individuals seeking to make significant life change toward the attainment of their greatest desires and joy in their life.

The primary modes of engagement at #JoyIsYou would be through Experiential Retreats (JoyShops), repository of short videos (JoyFlix) and publications (JoyBooks). These are offered as Experiential Dialogues to small groups of individuals (max size 10) as well as to corporate institutions.

Going forward #JoyIsYou also to use some technology (apps, AR, VR) to reach out to more and more joyous beings !

Job brief :

We are looking for an ambitious and energetic Business Development Manager to help us expand our clientele. You will be the front of the company and will have the dedication to create and apply an effective sales strategy.

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

Below are a brief of the job responsibilities:

1. Develop a growth strategy focused both on financial gain and customer satisfaction
2. Implementing B2C and B2B marketing to increase outreach and footfall for JoyIsYou retreats
3. Conduct research to identify new markets and customer needs
4. Promote the company's products/services addressing or predicting clients' objectives
5. Build long-term relationships with new and existing customers
6. Develop entry level staff/ interns into valuable salespeople
7. Managing the social media channels and website of Joyisyou

Eligibility :

1. Being passionate to bring smile on others' faces !
2. MBA degree/ BA in business administration, sales or relevant field is a must
3. Proven working experience (2-4 years) as a business development manager, sales executive or a relevant role
4. Excellent selling, communication and negotiation skills (Fluency in English is a must)
5. Prioritizing, time management and organizational skills
6. Ability to create and deliver presentations tailored to the audience needs
7. Relationship management skills and openness to feedback

Next Steps:

Interested to apply ?

Please share your resume and cover letter at bhavikagoyal@joyisyou.com