

About the Company	Phable's aim is to impact 1.4 billion lives in India over the next decade. Indian healthcare system is broken and Phable is working with all ecosystem partners to improve health outcomes at a population level. Phable has demonstrated that it can also bring down the cost of care. Phable is contributing to nation building. We understand that the tech built today will touch everyone, from the lowest strata of the population to the middle and upper class, in the next decade. Phable is at the forefront of healthcare innovation driven by its unique technology, which is a blend of mobility, AI/Deep Learning, Neural networks and IoT. Check our website for more details: <a href="https://phablecare.com/">https://phablecare.com/</a>
Number of Hiring	25+
Designation	Associate -Sales
Roles and Responsibilities	<p>Person will be responsible for driving overall Phable revenue &amp; growth in B2B channels.</p> <ul style="list-style-type: none"> <li>• Will work closely with founders, central growth, business &amp; ops teams to formulate growth strategy &amp; drive new initiatives.</li> <li>• Own &amp; drive timely execution of all growth initiatives &amp; daily sales operations - e.g. Setting up and meeting management teams at Hospitals, product demo's, proposal writing, product pricing, digital marketing, brand marketing, BTL/ATL activation, B2B corporate / insurance tieups.</li> <li>• Working in synergy with the city team and ensuring smooth operations.</li> <li>• Keeping a track of daily, weekly and monthly performance of the entire team within the city.</li> </ul>
Skill set Required	<ul style="list-style-type: none"> <li>• Individuals passionate about healthcare and improving patient care in India.</li> <li>• Go-getters, who are comfortable working in an ambiguous environment.</li> <li>• Ability to work with various cross-functional stakeholders &amp; steer group towards common objective/goal.</li> <li>• High on ownership - End-to-end program management across all initiatives for timely execution.</li> <li>• Ability to derive deep insights based on data analytics &amp; regular customer connects.</li> </ul>
Qualification Required( BE/B.Tech/MBA)	BBA, B.Com, B-Tech
Batch ( Year of Graduation)	2020
Percentage Criteria	60%
Internship/Full time	Fulltime
Salary	3.6 LPA ( 3.1 Fixed; 0.5 Variable)
Selection Process	2 rounds of Interview

Joining Location	Bangalore (work from Office)
Tentative Joining Date	Immediate