

upGrad

Position	Regional Manager_Franchisee and Network Partners	Job Location	Multiple Locations
Qualification	Graduate and Above	Years of Exp	5 – 7 years

Company Overview	About Us
	<p>upGrad is an online education platform building the careers of tomorrow by offering the most industry-relevant programs in an immersive learning experience. Our mission is to create a new digital-first learning experience to deliver tangible career impact to individuals at scale. upGrad currently offers programs in Data Science, Machine Learning, Product Management, Digital Marketing, and Entrepreneurship, etc. upGrad is looking for people passionate about management and education to help design learning programs for working professionals to stay sharp and stay relevant and help build the careers of tomorrow.</p> <ul style="list-style-type: none">• upGrad is the No.1 startup in India, as per the LinkedIn Top Startups 2020 list. This is the third year in a row that upGrad has been featured as one of the Top Startups by LinkedIn after 2018 and 2019• upGrad has won the title of ET Best Education Brand 2020• upGrad made it to the GSV Global EdTech 50 List 2020• upGrad won the 'Best Communication and Teaching Platform' in the Education Innovation Awards 2020 by Entrepreneur India• Received 'Takshila Award' by the 3AI Pinnacle Awards 2020 for upGrad's programs in AI, Analytics and Data Sciences• Received 'Best Corporate Training Programme' by the 10th Annual Indian Education Awards 2020• upGrad's Android App received the award under 'Innovative Initiative' at the mBillionth Awards 2020• Received IAMAI 'Best Tech for Education' 2019• Awards under the 'Best Education Brands' by Economic Times in 2018• Most Innovative Companies in India' by Fast Company in 2017• upGrad ranks as the fastest-growing edtech company and overall 7th among all Indian industries, in terms of revenue, as per The Economic Times and Statista ranking• upGrad has ranked amongst the Top 50 in the FT Asia-Pacific High-Growth Companies 2021 List.

Job Description	Role Summary <p>As a Regional Manager specializing in EdTech franchisee partnerships, you will be responsible for driving revenue generation through strategic management of stakeholder relationships. Your primary focus will be on ensuring a provision of the support systems to maximize the success of our franchisee partners.</p> <p>What will you be doing?</p> <ul style="list-style-type: none">• Define and execute strategies to train and support franchisee partners in effectively leveraging our products.• Drive revenue growth through proactive engagement with franchisee partners, identifying upsell opportunities, and ensuring learner satisfaction.• Conduct market research to understand competitor offerings and industry trends, informing product roadmap decisions.• Act as a liaison between internal teams and franchisee partners, managing stakeholder expectations and fostering strong partnerships.
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- Analyze performance metrics and KPIs to track the success of partnership initiatives and identify areas for improvement.
- Stay updated on developments in the EdTech landscape, providing insights and recommendations for adapting our strategies to meet evolving market needs
- Hardworking Individuals with high dedication and extreme determination. Experience in EdTech sales would be an advantage.
- Individuals who take a disciplined approach towards building funnels, tracking feedback, prioritising tasks and overachieving targets and deadlines.
- Sales bent of mind, to understand and effectively communicate what upGrad is offering to its prospective learners and achieve revenue targets.
- Basic proficiency in MS Office Suite is required.

Desired Characteristics

1. Bachelor's degree in any field, MBA preferred
2. 2-4 years of work experience
3. Minimum 1-2 years of experience in channel management (preferred)
4. Strong communication and interpersonal skills
5. Proven ability to work independently and as part of a team
6. Results-oriented mindset with a focus on driving revenue growth through network partnerships