

Manager – Clients, Ennovent Global



Job Description

www.ennovent.com

The Manager – Clients is a results-driven, mid-level professional focused on fostering strategic partnerships globally, and designing sales and marketing systems for Ennovent.

Organization Profile

Ennovent is a global innovation company for low-income markets. We work with our clients, partners and community to jointly develop, fund and implement customised innovation solutions that create a sustainable impact and fair profits. These solutions discover, start-up, finance and scale the best business innovations for sustainability in developing countries. Since 2008, Ennovent has accelerated over 250 innovations in 15 countries through around 60 solutions.

As a young, evolving for-profit enterprise Ennovent's core strength is our team – a talented and self-motivated group of professionals with strong backgrounds in fields such as impact investment management, low-income markets, international development, business operations, entrepreneurship and the environment.

Ennovent operates as a completely virtual organisation with team members working exclusively from home-based environments around the world. Our culture is dynamic; we are highly responsive to new ideas and initiatives that could advance our organisational aspirations, while also fostering a positive impact on low-income markets in developing countries. We promote a sense innovation, business ethics and professionalism in all our operations.

For further details about Ennovent, please visit: www.ennovent.com

Position Profile

Title	Manger – Clients
Job Objective	To foster strategic partnerships globally, and design sales and marketing systems for Ennovent
Position Type	Full-time
Compensation	A compensation package commensurate with experience and Ennovent's compensation structure
Start Date	As soon as possible
Location	Anywhere globally, home-based

Position Description

The specific responsibilities of the Manager- Clients will include, but not be limited to:

- Lead the creation and implementation of sales and marketing strategies
- Provide sales and marketing expertise for the design and implementation of all global services
- Lead the coordination and development of strategic partnerships for the organisation
- Lead the design and implementation of marketing, sales and execution systems and tools
- Oversee global sales programs and initiatives from conceptualisation to execution
- Identify and execute any other initiatives required to meet the role objective
- Contribute to the overall strategic and operational development of Ennovent

Qualifications

The Manager - Clients is a highly motivated and outgoing individual with exposure to project management with a proven track record of success in business development, marketing and/or exposure to consulting.

The Manager - Clients should possess:

- An advanced degree in business or management; MBA preferred.
- 7+ years of professional experience with advancing management responsibilities.
- Significant experience in business development and sales processes.
- Significant experience in marketing and communications processes required
- Significant experience with project management, and end to end delivery of client projects.
- An entrepreneurial mindset and the ability to work with independence, ambiguity and flexibility to ensure targets and outcomes are reached.
- A clear motivation to work in a start-up culture focused on having a positive impact at the bottom of the pyramid
- Exceptional written and verbal communications in English.
- Experience in proposal writing is preferred
- An extroverted personality that enables high-impact networking skills and instincts is an advantage.

Compensation

Ennovent offers a salary package in line with a structured compensation plan and commensurate with experience to all employees. This will be a full-time work-from-home opportunity anywhere globally. The Manager - Clients may be required to perform infrequent travel.

To Apply

Please apply with detailed resume and cover letter expressing your interest in this position and relevant past experiences to Sheena Agarwal, Associate Manager - HR at career@ennovent.com