

## Job Description – Sales & Brand Partnerships Executive

### Company Profile

Smartworks is India's largest agile workspace, with a footprint of 2 million sq. ft. across 20 locations in 9 cities catering to more than 300 organizations across large enterprises, SME's, unicorn startups.

Founded in April 2016, Smartworks is reinventing enterprise workspace to become the best agile workspace experience provider across the globe.

### Job brief

A juggler who ably manages several worlds while remaining unfettered! Responsible for building and maintaining relationship with a portfolio of partner organization to drive business growth.

### Responsibilities include:

- Proactively reach out to brands across different verticals
- Identify and build a network of brands and activation agencies
- Create strategic plans for lead generation and execution

### Desired Skills and Experience:

- Minimum 1 year of relevant experience in sales and brand activation
- Understanding of sales ecosystem
- Strong communication and relationship building skills
- Should be persuasive, data oriented with an attitude for multi-tasking