



Role:Lead- Business Development

Location-Bangalore

Reap Benefit is an award-winning, not-for-profit organisation with a mission to activate '**Solve Ninjas**' (**Youth 12-23 years**) in every locality and neighbourhood of India. These '**Solve Ninjas**' are action based citizen champions who take small measurable actions which have a big impact in their local communities.

To know more about our work: [Reap Benefit work](#)

Our Impact so far:

- 24,000 Solve Ninjas who have invested 500,000 hours in Public Problem Solving
- Crowdsourced more than 300,000 local data points and co-developed 250 solutions with Solve Ninjas
- Diverted 440 tonnes of waste from landfills, saved 42 million litres of water, improved sanitation systems in 100+ local income schools
- Reap Benefit's work has been recognised by President Barack Obama, Ashoka Fellowship, Forbes India 30 under 30, Unilever Young Entrepreneur Awards among others

About the Role:

The role requires the candidate to build a pipeline of schools and colleges, and build a steady source of revenue

Requirements

- Have 3-5 years of overall work experience in business development and sales
- Understanding of education space in India
- Execute marketing & sales to educational institutions and partners
- Create revenue generation opportunities
- Ability to present the mission through strong oral and written communication skills
- Team player with the aptitude to work with a range of stakeholders and across functions, and also the ability to work independently with minimal supervision
- Be willing to travel frequently
- Have a deep commitment to Reap Benefit's vision and values

Compensation

Based on previous work experience.

