

JD | Manager- PMO, CRM and Sales Enablement Specialist

Flexing It[®] is the largest platform in India and Southeast Asia enabling organisations to access experienced independent consultants and domain experts ‘on-demand’ and **manage them at scale**.

Featured in 2022 as one of the **highest growth companies in APAC, by the Financial Times**, Flexing It[®] has built a technology-driven solution that caters to over **3,000 corporates and 80,000+ independent consultants**, using proprietary tools and market knowledge to make the experience effective, efficient and scalable.

Our community of vetted consultants spans all core business functions and sectors, and brings rich experience that our technology matches to your projects. Flexing It can help clients find the right consultant for projects that span a few days to a few months based on what the assignment needs.

For our high-use clients, Flexing It provides an Enterprise product suite that helps them access consultants, track project delivery, ensure efficient contracting & payments - all supported by a layer of analytics. In addition to helping organizations find experienced resources for projects,

There are already strong tailwinds to the professional gig economy globally and this presents an exciting opportunity for you to join Flexing It and contribute to the growth story.

We are looking for a **PMO / Sales Enablement / CRM Specialist** to join our team. Some of the qualities we are looking for are:

- Self-starter with high energy –experience in a fast-growing startup will be a plus
- Solid analytical and problem-solving skills
- Proficient with MS Excel and Power Point
- Analytical bent of mind with prior experience with data and CRM/ERP tools
- Collaborative mindset with a proven body of work in solving problems around GTM leads, marketing funnels and account management.
 - Expectation is that the candidate will bring an individual contributor mindset and skill to this role.
- Strong communication and inter-personal skills
- Personal and professional integrity



Key responsibilities:

- Conduct market research, generate new leads and maintain lead databases
- Work in sync with the account management team and provide them with relevant leads & collaterals to help in account growth
- Implementation of HubSpot which includes updating the sales pipeline, onboarding the account teams, periodic sanity checks to ensure the HubSpot database is updated by account teams and effectively using Hubspot for dissemination of marketing content
- Development and updating of sales & marketing content in the form of presentations, special reports and sales aids
- Qualify and follow up on the inbound leads followed by management of contracts and handing over to the account management teams

Capacity- Full-time / Hybrid

Location – NCR Region / Mumbai / Bangalore

