

Management trainee - Sales

Eligibility Criteria: Any Branches (UG and PG)

Location: Chennai/ Gurgaon/ Madurai

About Pickyourtrail

Pickyourtrail is the **Indian millennial's most loved leisure travel brand**. Our mission is to *make a positive impact on people by delivering meaningful & memorable experiences through travel*.

We take pride in having built **India's biggest b2c product company in travel** which is also a **Do-It-Yourself vacation builder platform**. Over 100,000 travellers from 14 countries have picked their trail with us and have rated us exceptional across TrustPilot, Facebook and Google. In fact, Google in its travel survey had cited Pickyourtrail's model of a combination of **expert-led advice and tech platform** as the desired solution for the vacation industry. With an NPS score of 60+, We continue to focus on delivering exceptional value and experiences for the new-age travellers breaking away from the traditional packaged tours model.

Why work with Pickyourtrail!!

The most obvious question is on the industry - The Travel Industry has been the worst hit in the Pandemic. We strongly believe that with the vaccination percentages and overall understanding of the disease, the worst is behind us. The next 12-24 months is a watershed moment in the travel industry and more so in the Leisure vertical. The huge pent-up demand is real - look around and almost every 2nd person you come across wants to take a break. By joining any travel company, you are buying a shot at accelerated career growth over the next few years!

Pickyourtrail is one of the very few travel startups that have survived the pandemic. We have not only survived but also increased our product portfolio to now include - Domestic Staycations, Global markets (Dubai and USA) in addition to our India outbound market. Despite the tough circumstances surrounding the pandemic we have managed to maintain and in fact, grow our glass door rating to 4.2 on 5.

Registered Office

Travel Troops Global Pvt. Ltd, 17/1 Sri
Paduka, Srinivasa Road, Loganathan Colony,
Mylapore, Chennai - 600004

Corporate Office

No.36, Sudhama Commercial
Building, 3rd Floor, Vijayaraghava
Road, T Nagar, Chennai - 600017

If you are coming in with meaningful work experience, Pickyourtrail offers you 3 key benefits:

- 1. A clear strategy and Roadmap** - Even the pandemic didn't get us to pivot :) At Pickyourtrail, you are assured of an environment which is stable with respect to overarching goals. This gives you a stable base to experiment and drive towards the desired end state. We shy away from randomisations and strive towards a well-drawn down quarter operating plan to ensure that all teams across Revenue - Design - Marketing - Engg - Operations - Product are aligned.
- 2. High Impact Opportunity** - We believe that leisure travel is where online meetings were in Feb 2020 - waiting to explode. There could be no better time to leverage your past experience to help the organization grow faster towards the desired outcomes.
- 3. No Cap to Earning Potential** - As the saying goes, the more the merrier. At Pickyourtrail, rewards are unlimited. Higher the happiness you bring on to our customers by planning a meaningful vacation, the higher the rewards the company would extend.
- 4. B2C Product company:** Every fresher dreams of working in a product company and here you will get to work with the best b2c product-based company in namma Chennai.

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JOB DESCRIPTION

*You don't sell here, you only make people's memories come true. You will be someone who's completely come to terms with your phone constantly buzzing with calls. You are too good at finalizing deals and converting leads into customers comes naturally to you. Numbers excite you and you don't think twice to recollect the percentage functions you learnt in your second grade. You are an inter*seller* and you never settle for low targets.*

You get to talk to people who want to travel and love travelling and get to make their vacations come true, That's all you do at Pickyourtrail. And you will be enabled by the best training for different destinations and a product that will help you send millions and millions of itineraries at any point in time.

- **ELIGIBILITY**

- Students with an aggregate of 65% and above

- **SOFT SKILLS**

- Strong verbal and written communication skills
- Should have clarity in thought and articulation
- Should be able to understand and appreciate that chaos/randomization is the only constant at a startup
- Should be a passionate self-starter
- Ready to get their hands dirty

- **Roles and Responsibilities**

- Should be able to understand and appreciate how sales work.
- Should meet the monthly sales goals
- Should be a passionate self-starter, who's ready to get their hands dirty
- Should envision and manage the growth of vertical to complement business growth
- Should have clarity in thought and articulation.

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