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Manager - Business Development

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Company: Spocto Solutions Pvt Ltd

Location: dubai

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Dubai, United Arab Emirates| Posted on 02/22/2024 Yubi stands for ubiquitous. But Yubi will also stand for transparency, collaboration, and the power of possibility. From being a disruptor in India's debt market to marching towards global corporate markets from one product to one holistic product suite with seven products Yubi is the place to unleash potential. Freedom, not fear. Avenues, not roadblocks. Opportunity, not obstacles. Job Description About Company Spocto (<https://spocto.com/>), a Yubi Company (<https://www.go-yubi.com/>), is a big data analytics company on a mission to revolutionise the digital debt collections industry. Spocto is a fintech company that uses Artificial Intelligence (AI) & Machine Learning (ML) to enhance customer reach, engagement, and interaction; Spocto is a pioneer in disrupting the debt collections industry with intelligence. With proprietary algorithms we strive to bring dignity into the debt collections process, ensuring better customer experience and resulting in improved customer relation and retention. Associated with 30+ Banks-NBFCs & processed over 450Mn Transactions. Our Contactless engagement with the B2B clients has strengthened our relationship with the Top performing banks & NBFCs in India and UAE. As we continue to grow and disrupt the market through our innovative solutions, we are now part of Yubi India's first and largest institutional debt platform that provides full-stack debt infrastructure across discovery, execution and fulfillment. In March 2022 Yubi became India's fastest fintech and most impactful startup to join the unicorn club with a Series B fundraising round of \$137 million. Yubi, is backed by marquee investors like Insight Partners, B Capital Group, Dragoneer, Sequoia Capital, Light Speed and Light Rock, and are the only-of-its-kind debt platform globally, revolutionising the segment. Roles and

Responsibilities: Reaching out to the said target potential clients and conducting business development activities. Manage the funnel pipeline and forecast accordingly. Initiate and manage client engagement; meet and build relationships at Collections teams with constant re-engagement till onboarding exercise has concluded. Understand the debt collections problem statement and suitably pitch Spocto's product offerings to solve for the problem statement. Achieve various milestones and goals set out on a number of client acquisition and revenue targets. Ensure a smooth handover to internal transaction execution team that will execute the delivery of the onboarded client. Monitor the performance status of the client's requirements. Seek and obtain feedback from onboarded clients and share ideas to enhance the onboarding experience on Spocto and pass on the feedback to technology teams. Working with various internal and external teams for ensuring smoother processes. Requirements 4 to 5 years' experience in Business Development, preferably someone from collection domain background. Self-starter and a faster learner who is willing to push the envelope and has ambitions to scale up a business rapidly. Avid networker, excellent at communication and presentations skills with top-notch customer service approach. Someone who focuses on driving his Team and making it a significant profit center. Ability to demonstrate entrepreneurial skills is a must. Graduate and above. Exceptional written and verbal communication.

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