



TAGHIVE

Accelerated by **SAMSUNG C-Lab**

Job Description - Regional Sales Lead

Introduction:

About TagHive Inc.

TagHive Inc., incorporated on April 25, 2017, is a Samsung funded education technology company with headquarters in South Korea and an office in India. The company's offerings include clicker-based classroom response systems and AI-powered self-assessment solutions. The company offers its solutions under the "Class Saathi" brand in India and under the "Class Key" brand elsewhere.

TagHive has 22 registered patents and trademarks and 10 others are pending. The company's solutions are used in over 1300+ schools (adding 2-3 schools daily) and over 350,000 students have downloaded the Class Saathi self-assessment solution.

www.tag-hive.com

About Class Saathi

Class Saathi is a clicker based smart classroom solution that makes formative assessment easy and fast.

Class Saathi is a combination of a clicker device for each student and a mobile application for teachers, parents and the administrators. After teaching a concept in a class, the teacher can ask a few questions using Class Saathi to gauge the understanding level of each and every student. The administrators and the parents can also see the learning data on their respective apps. Class Saathi app has over 25,000 questions on Maths & Science for students of Class 6 to Class 10 and is based on CBSE curriculum. Over 6.6 million questions have been solved on Class Saathi as of June, 2022.

Class Saathi is aligned with New Education Policy's objectives of micro-learning and continuous assessments. "Data First" approach ensures greater accountability at all levels. Class Saathi is affordable and does not require schools to upgrade their infrastructure ("no internet" and "no electricity" are no more the limiting factors in making classrooms smart).

Summary:

The Regional Sales Lead will play a key role in reaching out to schools, organizations, foundations and any other partners to implement TagHive's solutions across a specific region in India (North/East/West). You will be responsible for creating and implementing strategies to grow the presence of TagHive across sectors and networks with stakeholders in the burgeoning education space.

Responsibilities:

- Identify and engage schools, school networks, governments, organizations, foundations and CSR partners to implement TagHive's solutions
- Manage the end to end marketing funnel for each of TagHive's solutions
- Create and maintain database of potential partners and key stakeholders for growth
- Craft engaging business proposals and communication to increase revenue
- Research and identify innovative growth and marketing opportunities
- Develop and maintain relationships with coalitions, groups, forums and any other similar collectives for further growth
- Manage internal and external deadlines and communication for all Sales activities

Requisite Skills and Experience:

- At least 5 years experience working in sales and/or business development in a nonprofit organization, foundation, trust, or corporate company (Prior experience in EdTech preferred)
- A proven track record in generating leads and revenue
- Strong project and time management skills
- Excellent written and oral communication skills, proficiency in languages other than English and Hindi preferred

How to apply: Please fill out the: [TagHive Job Application Form](#)