

About the company-

Photoshooto is registered under the name Bokeh Photogenic Pvt. Ltd. based out of Bangalore. Photoshooto is a SaaS- tech start up for photography. It is an aggregator platform for all photography needs under a single shelter.

At Photoshooto we're well aware of the impact our solutions have on the world's leading brands — but we won't rest until everyone knows. We're seeking a qualified business development manager to extend our global reach through expert cultivation of new, untapped business opportunities and relationships. The ideal candidate will be trusted to dive right in, take the lead, use initiative, and help build billion-dollar brands that make everyday activities easier for people around the world. Highly skilled at sales and business operations, this person will join and inspire a team of like-minded go-getters to achieve our company vision.

Job Descriptions on Different Profiles are below:

HR

Roles & Responsibilities of HR Generalist:-

- Assist with all internal and external HR-related matters.
- Participate in developing organizational guidelines and procedures.
- Recommend strategies to motivate employees.
- Assist with the recruitment process by identifying candidates, conducting reference checks and issuing employment contracts.
- Investigate complaints brought forward by employees.
- Coordinate employee development plans and performance management.
- Perform orientations and update records of new staff.
- Manage the organization's employee database and prepare reports.
- Produce and submit reports on general HR activity.
- Assist with budget monitoring and payroll.
- Keep up-to-date with the latest HR trends and best practices.

Finance

Roles & Responsibilities of Finance: -

1. Investor prospecting and data collection, cleansing and analysis.
2. Models of funding - crowdfunding, CSOP, ESOP and PSOP.
3. Financial forecasting

Data Analyst

Roles & Responsibilities Data Analyst:-

- Analysing data using statistical techniques and providing reports
- Developing and implementing databases and data collection systems
- Acquiring data from primary and secondary sources and maintain data systems
- Identifying, analysing, and interpreting trends or patterns in complex data sets
- Filtering and cleaning data
- Working with management to prioritize business and information needs
- Locating and defining new process improvement opportunities

Graphics Designer

Roles & Responsibilities of Graphic Designer:-

- Study design briefs and determine requirements.
- Schedule projects and define budget constraints.
- Conceptualize visuals based on requirements.
- Prepare rough drafts and present ideas.
- Develop illustrations, logos and other designs using software or by hand.
- Use the appropriate colors and layouts for each graphic.
- Work with copywriters and creative director to produce final design.
- Test graphics across various media.
- Amend designs after feedback.
- Ensure final graphics and layouts are visually appealing and on-brand.

UI/UX

Roles & Responsibilities of Ui/Ux Designer: -

- Gather and evaluate user requirements in collaboration with product managers and engineers.
- Illustrate design ideas using storyboards, process flows and sitemaps.
- Design graphic user interface elements, like menus, tabs and widgets.
- Build page navigation buttons and search fields.
- Develop UI mock-ups and prototypes that clearly illustrate how sites function and look like.
- Create original graphic designs (e.g., images, sketches and tables).
- Prepare and present rough drafts to internal teams and key stakeholders.
- Identify and troubleshoot UX problems (e.g., responsiveness).
- Conduct layout adjustments based on user feedback.
- Adhere to style standards on fonts, colours and images.

Digital Marketing

Roles & Responsibilities of Digital Marketing: -

- Plans and executes all web, SEO/SEM, database marketing, email, social media, and display advertising campaigns.
- Designs, builds, and maintains our social media presence.
- Measures and reports performance of all digital marketing campaigns and assesses against goals (ROI and KPIs).
- Identifies trends and insights and optimizes spend and performance based on the insights.
- Brainstorms new and creative growth strategies through digital marketing.
- Plans, executes, and measures experiments and conversion tests.
- Collaborates with internal teams to create landing pages and optimize user experience.
- Utilizes strong analytical ability to evaluate end-to-end customer experience across multiple channels and customer touch points.
- Identifies critical conversion points and drop-off points and optimizes user funnels.
- Collaborates with agencies and other vendor partners.
- Evaluates emerging technologies.
- Provides thought leadership and perspective for adoption where appropriate.

Product Management

Roles and Responsibilities:

- Pitching and positioning new ideas for product and feature development.
- Working with engineering and design teams to bring the product to life.
- Ensuring that each product meets the needs of the target user or customer.
- Demonstrate strong analytical and quantitative skills, attention to detail with the ability to use data and metrics to back up assumptions, recommendations, and drive actions.
- Identify, define and implement periodical enhancements in the product to ensure overall product and performance improvements
- Work with Product Development teams to ensure that they understand product requirements, business needs and actively participate in providing any needed guidance and clarification in a timely manner
- Obsession with product quality and an eye for design, specifically an intuition for good user flows and user experiences
- Strong written verbal communication skills with a talent for precise articulations of customer problems
- Determination to do whatever it takes to make your product and team successful

You Will:

- Manage, mentor guide your team of Product Managers to drive an agile product development culture that smoothly delivers new features in collaboration with engineering
- Own end to end launch of new capabilities and proactive monitoring of existing capabilities
- Spend an inordinate amount of time with our customers and prospects informing our product vision and roadmap. Collaborate with our customers on co-innovation opportunities.
- Act as a leader within the company to help build an innovation culture
- Report to our CEO to develop strategies to expand the company into new markets and solutions rapidly

Business Development

Objectives of this role

- Manage both our existing sales pipeline and the development of new business opportunities
- Take a lead role in developing new-business proposals and presentations that create and nurture opportunities and partnerships
- Identify trends and customer needs, building a sales pipeline for short/medium/long term in accordance with targets
- Develop strategies and positions by analyzing new-venture integration
- Assist in the coordination and implementation of marketing strategies, and delegate tasks to achieve strategic goals
- Motivate the team, track performance, and report metrics

Responsibilities

- Monitor and evaluate industry trends and customer drivers, and meet regularly with managers and stakeholders to discuss strategy
- Manage proposal response process, including detailed RFP requirements, content creation, and inputs from various sources
- Generate new leads, identify and contact decision-makers, screen potential business opportunities, select deals in line with strategies, and facilitate pitch logistics
- Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company
- Support deal structure and pricing with business-value analysis, and negotiate prices for proactive bids and proposals
- Maintain and share professional knowledge through education, networking, events, and presentations

Required skills and qualifications

- Successful track record in B2B sales and negotiation
- Excellent verbal and written communication skills
- Experience in sales techniques
- Proficiency in data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources.

Preferred skills and qualifications

- Experience with CRM software (ex: Salesforce)
- Ability to deliver presentations effectively

NOTE:-

1. A G-meet round of interviews would take place between allocated time slots.
2. Photoshooto is providing work-from-home internships.

Terms and conditions-

1. The duration of the internship is a minimum of 2 months.
2. No stipend would be provided.
3. The date of joining would be from the above-mentioned date.
4. A G-meet round of interviews would take place between allocated time slots.
5. Photoshooto is providing work-from-home internships.

Perks for the candidates:

- Internship Certificate
- Letter of Recommendation
- Appreciation Certificate