

ABOUT Smile

Smile Group is among the leading internet groups in India and South East Asia. It has successfully built and invested in internet businesses to create category leading businesses in the areas of consumer internet, digital media and SaaS. Portfolio includes SVG (\$100 Mn cash exit to Dentsu), Quasar (Exit to WPP), Airbnb, SpaceX, Lyft, ScoopWhoop, Tyroo, etc.

Read more on: www.smile.co.in

Overview of the Role:

The successful candidate will be responsible for strategic growth and development of the group. The role will entail identifying, evaluating and negotiating new business opportunities in local and global markets. In this challenging and highly visible role, the individual will work with the Senior Partners and oversee group level strategic decision making. Beyond strategic planning, the successful candidate will also be responsible for executing on the things he/she defines.

The position will report into the Senior Partners of Smile Group.

Compensation Offered:

INR 40-60 lakhs pa (depending on experience & skill set) plus stocks

Primary Responsibilities & Duties

1. Identify, scope out and manage strategic projects or new business opportunities end-to-end - be it on the build side, invest side or partner side (Act as a key decision maker)
 - a. Identify potential target companies to invest in, or do JVs with. Later work with the investment team to execute the deals
 - b. Lead and plan build out of new majority controlled businesses
2. Own P&L and Annual Operating Plan (AOP) for respective businesses managed by the person
3. Build & manage teams under each opportunity
4. Map market landscape and maintain group business relationships
5. Drive a knowledge culture within the entire organization on industry knowledge

Requirements

1. 6+ years of solid experience in strategy or leadership roles including business development and general management
2. Prior experience as Senior Consultant at a premiere strategy consulting firm or as a Strategy / Business Head at an Internet startup or an internet entrepreneur
3. Internet industry knowledge & know-how is a must
4. MBA or Engineering degree from a top tier college (e.g. IIT, IIM, US Ivy League) is a must
5. Strong executive presence and ability to interact with and influence people at all levels
6. Self-starter with strong problem-solving skills and the ability to think independently
7. Past experience of leading & building high quality teams
8. Excellent presentation skills, and the ability to present complex information in a usable format to a diverse audience
9. Strong and proven negotiation skills