

Sales Enablement Specialist

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Company: HighRadius

Location: Hyderabad

Category: other-general

About HighRadius:

HighRadius is a Fintech enterprise Software-as-a-Service (SaaS) company that leverages Artificial Intelligence-based Autonomous Systems to help companies automate Accounts Receivable and Treasury processes.

Website: <https://www.highradius.com/>

Culture: <https://www.highradius.com/culture/>

Products: <https://www.highradius.com/software/integrated-receivables/>

Customers: <https://www.highradius.com/customers/>

Customer and Growth Highlights:

India's Top 10 most innovative SaaS startups – skip to 8:43 to get to #2 HighRadius

https://www.youtube.com/watch?v=_BF1c1yY4GY&t=8s

200 of the Fortune 1000 brands are our clients.

Surpassed 350 customers globally across multiple industries.

Raised \$300 million in a Series C fundraise at a valuation of \$3.1 billion in 2021 and named to the Forbes 2020 Cloud 100 list(<https://www.forbes.com/cloud100/#2bf336225f94>)

Exceed \$1 trillion in transactions on the HighRadius® Integrated Receivables Platform.

Times of India article on SaaS: <https://timesofindia.indiatimes.com/business/india-business/india-saas-revenue-hits-3-5-billion-growing-at-30-annually/articleshow/77138847.cms>

Job Summary:

The sales enablement manager works closely with sales leaders to identify gaps in marketing playbooks' and players' effectiveness, develop sales playbooks across teams, create and

deliver sales enablement via multiple modes (live sessions, workshops, job aids etc.).

'Winning With Playbooks' is a core value for HRC - This leader occupies a strategic role working actively with multiple sales leaders VP/SVP/CRO in shaping sales activities and capabilities for the 300+ sales function.

Responsibilities:

Keep pace with the needs of a dynamic, performance oriented sales team

Use data & interviews to identify the need for new plays & player effectiveness interventions

Playbook creation and maintenance (HRC playbooks are our source of truth for how players execute their day to day responsibilities, and encompass both process and skill guidance)

Manage a team of 2 enablement specialists to deliver enablement support to 10+ leaders and 300+ global ICs across NA, EMEA and India

Work with sales stakeholders from SVP/VP down to ICs to align on playbook enablement need gap, plans, content etc.

Conduct regular decision meetings (weekly), enablement sessions (multiple weekly), play authoring/co-authoring and reviews (ongoing)

Requirements:

Sales acumen - Functional exposure to a B2B sales function

Business acumen - a bachelor's or master's degree in business or economics. Experience of working in a global, industry leading firm.

Enablement / process excellence experience - Experience of leading process excellence and/or enablement initiatives

Overall 5 years of progressive work experience in any industry. Experience in the technology Industry, SaaS business model and organizations with a global footprint are a plus.

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