



Job Description -Cluster Growth Head

About Treebo

Treebo is India's most loved brand and one of the largest chains in the budget segment of hospitality. With a network of 850+ hotels across 100+ cities, Treebo offers travelers the unprecedented value proposition of high-quality stays at affordable prices wherever they go. We are proud of putting dignity back into budget travel where earlier the traveler was forced to contend with poor quality and hygiene. We offer our customers a 100% Quality Guarantee involving a full refund of their booking amount in case their experience is not perfect. We are growing at a break-neck pace, having multiplied 3x year-on-year. We are committed to achieving cash breakeven within the next few months and building a long term, sustainable business.

Treebo is a Great Places to Work™ certified organization. We take immense pride in our culture which is built on a strong foundation of 7 values. Some of these values include - "Exhibit Owner Mindset", "Have the humility and hunger to learn and help learn", amongst others. We strongly believe in offering our people - "Treebs", as they are called - unmatched opportunities to learn and grow. If you're looking to work at a place that is built on strong fundamentals of business and professional conduct, Treebo is the place for you.

Roles & Responsibilities:

- Responsible for strategizing, launching and scaling up supply of hotels in assigned regions and cities there in.
- Close end to end franchisee deals with hotel partners starting from building funnel, to reaching out relevant stakeholders at property and closing final deals at competitive commercials
- Developing market entry strategy, planning property launch across cities in the cluster
- Possessing acumen to identify areas of good demand in the region and develop supply which is relevant for growth
- Complete responsibility & ownership of the launch targets for the cluster.
- Brand building by creating and executing local marketing strategies to encourage user adoption and penetration of brand.

What are we looking for?

- Understands Commercial Real Estate business well and have prior experience in deal closures at hospitality consulting organizations or real estate companies
- Excellent interpersonal and relationship building skills
- Preferably 2-5 yrs of experience in the relevant industry.

- Good Presentation and communication skills
- Strong excel/g-sheets and number crunching skills to handle number driven negotiations
- Proven negotiation skills with a track record to seek, create, negotiate and close a deal
- Data driven approach to pitching and supply building
- Energetic and self-starter, agile and flexible
- Comfortable working hands-on in a fast-paced start-up environment
- Comfortable to travel extensively to any region across the country extensively