



Role: Executive – HR Operations

About Skillmatics

Skillmatics is a global brand that develops innovative educational games, art & craft activities, learning resources and STEM toys that build core skills in children through the joy of play. We have been growing exponentially since we launched in 2017 and have hit several milestones:

- Sold 5,000,000+ units across 20+ countries.
- Hit the No 1 Rank on Amazon USA across the entire Toys & Games category.
- Bestselling brand on Amazon with 150,000+ global reviews with an average rating of 4.6 stars.
- Offline roll out across 15,000 global retailers including Walmart, Target, Hamleys & Smyths.
- Awarded the Global SMB of the Year by Amazon.
- Raised \$25 Million in venture capital from marquee global investors (Sequoia and Sofina).
- Founder was featured in the Forbes 30 under 30 Entrepreneur List.
- Team of 200+ across California, Texas, and Mumbai.

Our sister concern is a market leader in the global packaging industry with 12 manufacturing facilities based in India and revenues of over \$300 Million. This gives us a unique competitive advantage from a supply chain perspective as we are fully vertically integrated. We have leveraged this to build a product development process that is 5X faster than incumbent brands in the category.

The Role

- Responsibility of hiring & onboarding brand promoters & maintaining their data
- Salary working & calculation of the promoters
- Leave management of the promoters
- Managing the team of 85+ promoters & leading them to increase the business impact
- Motivating the promoters to increase their sales numbers
- Tracking actual sales vis a vis targets
- Making feedback calls and understanding promoter's progress
- Maintaining attendance in the software
- Increasing overall promoters' retention
- Working on incentive plans

You're a good fit if you:

- Great communication skills (English & Hindi both)
- Good command over MS Excel
- Have a sense of ownership & problem-solving attitude.
- Good with negotiations
- Have high energy and love working with people

Preferred Experience:

- Overall, 1 year of experience in HR

Work Location:

- Worli, Mumbai