

Employees Rating: [Ambition Box 4.5](#) | [Glassdoor 4.3](#) | [Google 4.2](#)

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NOVEMBER 2021

Super 30
COMPANIES 2021

W.E.-MATTER
Improving Productivity of
Employees across Industries

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Amid relentless competition and the drive for improvement, a gesture of appreciation significantly boosts morale for those excelling in their fields. Following this, the W.E. Global Employees' Choice Workplace 2024 event, with The Economic Times as media partner, was held on 12 July 2024, in Mumbai. The event brought

was the series of panel discussions. The first panel, chaired by Sudarshan Jain, an IIM-A alumnus and current secretary general of the Indian Pharmaceutical Alliance (IPA), featured Vineet Chatterjee, MD of Svatantra Micro Housing Finance Corporation Limited; Shaji Varghese, CEO of Muthoot FinCorp Limited; Vinod Grover, MD of Kaizen Institute South Asia and Africa; and Rakesh Jain, CEO of Reliance General Insurance. Their

CEOs in today's business environment. Another notable panel discussion focused on the 'Future of AI in HR: How will AI help create high-performance organisations to drive growth?' Several CHROs, including Sharad Sharma from Pramerica Life Insurance Limited, Suresh Sivraj from Muthoot FinCorp Limited, Rajesh Derhagwen from Nippon Life India Asset Management Limited, Richa Sachdeva Chatterjee

The future is now: Saluting the leaders driving the change

W.E. Global Employees' Choice Workplace 2024, with The Economic Times as media partner, gathered industry leaders to toast their achievements and unveil innovative solutions

together industry chiefs, innovators, and HR professionals for a day of recognition, insightful discussions, and new solution launches. The event was hosted by W.E. (Wellness and Engagement) Matter, an employee experience company founded by Prashant Srivastava. The occasion, attended by the chief guest, Dr Ritu Anand, chief leadership and diversity officer at Tata Consultancy Services, also marked the launch of a Gen AI-powered employee experience consultant 'Kyara'.

Enlightening conversations
A key highlight of the event

from IIFL Finance, Homi Tarapore from Trust Group, and Praveen George from Vedanta Sesa Goa Iron Ore, examined the transformative impact of Gen AI on people and businesses. They emphasised how AI-driven solutions can enhance the employee experience, streamline processes, and predict performance and attrition. As the event concluded, attendees left with fresh outlooks on leadership, the integration of Gen AI in HR, and the future of the workplace.

W.E.-Matter
W.E. GLOBAL EMPLOYEES' CHOICE WORKPLACE 2024
Media Partner
THE ECONOMIC TIMES
Gold Partner
RELIANCE GENERAL INSURANCE

discuss on 'What do CEOs need to succeed?' provided valuable insights into leadership, innovation, and the evolving role of

Scan the QR code for more details

About W.E.-Matter:

W.E.-Matter is an HR Tech firm founded in 2018. Where, **W** stands for **Well-being** and **E** stands for **Engagement**, specializing in employee engagement and well-being solutions. The company leverages artificial intelligence and over **20 years of research to develop the W.E.-Matter Model**, aiming to improve workplace environments for a multi-generational workforce. W.E.-Matter's services are designed to enhance business outcomes by focusing on sustainable business practices and employee-centric solutions.

W.E.-Matter is a global leader in employee engagement solutions, providing innovative surveys and tools to improve workplace culture, employee retention, and overall organizational performance. Their multigenerational model captures key drivers of engagement across Gen X, Gen Y, and Gen Z employees. The company has impacted over 100 businesses worldwide, offering customized solutions to help organizations achieve growth and sustainable success.

Global Leadership Team



Prashant Srivastava

CEO- India

Ex CEO-India Gallup, Ex-Partner (Engagement & Culture, APAC) Aon Hewitt
IIM Ahmedabad (MBA), B.Tech. NIT Raipur.



Saurabh Jain

Vice President Business Development -India Worked as Business Development Head (West) with a Singapore based Technology start-up.
IIM Raipur(MBA), ISM Dortmund, Germany.



Pankaj Pipariya

President India Business Ex-Sales Leader at IBM Kenexa Ex-Senior Consultant at Aon Hewitt Ex-Associate Partner at Gallup
IIM Ahmedabad (MBA), General Management Marketing.



Deep Parmar

Global CFO and Head USA

Worked with Various Financial Services Companies.
IIM Ahmedabad (MBA), BS from MS University



Niloy Mukherjee

CEO ASEAN

Ex Marketing Expert atMcKinsey, Ex Marketing Director at Dell
IIM Ahmedabad (MBA), B.Tech. College of Engineering Pune

W.E.-Matter Team in W.E. Global Employee's Choice Award 2024 in partnership with Economic Times



OVER 100+ CLIENTS

100+ Companies who trust us



Position: Assistant Vice President/Vice President Sales

"Let us learn and grow together"

Work Location:	Gurugram/Mumbai
Start Date:	Within 30 days.
Number of positions:	2
Year of Experience:	10+ Years.
CTC:	Open to discussion.

Job Description:

Selected person's day-to-day responsibilities include:

- **Sales Strategy & Business Growth:** Develop and implement effective sales strategies to drive revenue growth and achieve company objectives.
- **Client Acquisition & Relationship Management:** Identify potential clients, build strong professional relationships, and establish long-term partnerships.
- **Lead Generation & Conversion:** Generate new business opportunities through strategic networking, outbound campaigns, and consultative selling.
- **Negotiation & Deal Closure:** Present W.E.-Matter's solutions, negotiate terms, and successfully close deals to meet revenue targets.
- **Revenue & Performance Management:** Monitor sales performance, set clear targets, track key performance indicators (KPIs), and optimize overall efficiency.
- **Team Leadership & Development:** Recruit, mentor, and manage the regional sales team, fostering a high-performance sales culture.
- **Sales Pipeline Management:** Oversee the sales pipeline, ensuring transparency and effective tracking at each stage of the sales cycle.
- **Market Research & Competitive Analysis:** Stay informed on industry trends, competitor strategies, and evolving customer needs to refine sales approaches.
- **Cross-Functional Collaboration:** Work closely with marketing, product development, and customer success teams to align sales strategies with business goals.
- **Operational Excellence:** Ensure smooth sales operations, including invoicing, collections, and compliance with company policies.

Who Should Apply?

- Proven experience in B2B sales, especially in selling to CHROs, CEOs, or senior leadership.
- Strong network and ability to generate high-value leads.
- A self-motivated leader who can build and manage a high-performing sales team.
- Excellent communication, negotiation, and relationship-building skills.
- Ability to drive sales strategies and achieve targets in a fast-paced environment.

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Be part of a company poised for growth and recognized globally for employee engagement excellence!

Notes:

Employees and trainees will sign documents for confidentiality, IP protection, etc. as per company policy.

They will be expected to furnish offer & exit letter, pay slip, mark sheets, degree, and certificates to substantiate their claims made verbally or in writing. Any false claim made will lead to cancellation of offer or termination of service without notice. The employment will be governed by the company policies as amended from time to time.
