

Director - Growth | Digital & Marketing Solutions Firm | Mumbai

Location: Mumbai

Experience: 11-15 Years

Role Level: Director

Role Overview

We are hiring a Director of Growth for a fast-growing, integrated marketing and digital solutions organization. This role will lead the growth engine, drive new business revenue, improve deal quality, and build a scalable commercial structure.

This is a high-impact leadership opportunity for a professional who can combine business development, consultative selling, and commercial strategy to drive long-term growth.

Key Responsibilities

- Revenue Ownership (Core KPI)
- Own monthly, quarterly, and annual new business revenue targets
- Maintain strong sales velocity and win rates

Pipeline Architecture

- Build and manage a 3-5x pipeline coverage ratio
- Define Ideal Client Profile (ICP)
- Identify target sectors (BFSI, FMCG, D2C, Commerce, etc.)
- Drive inbound and outbound outreach strategy

Enterprise Selling

- Lead CXO-level conversations
- Translate marketing into business impact narratives

Deal Strategy & Conversion

- Own proposal strategy, pricing, and negotiations
- Collaborate with strategy, creative, and performance teams
- Improve conversion rates and deal size

Sales Process & Systems



- Build structured sales funnel

- Implement strong CRM discipline

Ideal Candidate Profile

- 11-13+ years in digital, integrated, or agency sales

- Strong business development / revenue leadership experience

- Experience owning P&L or revenue targets

- Proven track record of closing - 5-20 Cr annual business

- Experience selling to CXO / senior stakeholders

- Strong network in FMCG / BFSI / Lifestyle / D2C / Ecommerce

- Strong consultative selling and commercial acumen

- Excellent negotiation and stakeholder management skills