



"OS for Higher Education Institutions"

Digii (formerly CollPoll) is a pioneering enterprise SaaS company headquartered in Bangalore. **Digiicampus**, its core platform, is redefining the landscape of higher education by spearheading the digitization of administration, academic activities, and the overall campus experience.

With a mission to liberate educational institutions from the constraints of pen-and-paper methodologies and outdated ERPs, Digii is committed to ushering in a new era of seamless digital transformation. Digiicampus, trusted by over 300,000 students across 150+ top-tier higher education institutions, is designed to enhance campus experiences, elevate learning outcomes, and drive student success.

Backed by marquee institutional investors, angel investors, and advisors, Digii is at the forefront of innovation in the education technology sector. Recognizing the transformative power of technology in various aspects of daily life, from booking taxis to shopping, Digii is dedicated to breaking barriers in the education sector and making a lasting impact.

We are looking for a dynamic and driven individual to join our fast-paced startup environment as the Business Leader. The ideal candidate is a results-oriented sales leader with a proven track record of exceeding revenue targets, building high-value client relationships, and driving business growth. They thrive in fast-paced environments, combine strategic thinking with hands-on execution, and are passionate about transforming the education sector.



Business Leader – Growth & KAM

As a **Business Leader – Growth & KAM**, you will spearhead Digii's expansion in your assigned region in the capacity of an individual contributor. You will be accountable for **delivering KPIs**, i.e., strengthening client relationships, and developing new revenue streams. Your role will require deep market insight, hands-on deal execution, and leadership in guiding teams toward ambitious growth goals.

Key Responsibilities:

- **Own and Deliver Regional Revenue Goals:** Take complete accountability for achieving monthly, quarterly, and annual targets for your territory. Track performance metrics and implement corrective actions to stay ahead of targets.
- **Develop and Execute Strategic Plans:** Create market penetration strategies tailored to your region, identifying untapped opportunities and designing outreach campaigns to win high-value clients.
- **Drive New Business Acquisition:** Proactively identify, prospect, and approach key decision-makers in educational institutions to present Digii's solutions and convert opportunities into long-term partnerships.
- **Build and Nurture Strategic Client Relationships:** Establish trust-based, consultative relationships with clients, ensuring repeat business, referrals, and increased account value over time.
- **Market Intelligence:** Continuously analyze market trends, offerings, and emerging client needs to adapt strategies and position Digii ahead in the market.
- **Collaborate for Success:** Work closely with product, marketing, customer success, and support teams to ensure client expectations are met and exceeded. Provide regular feedback to improve offerings and customer experience.
- **Represent Digii in the Market:** Act as the face of the company at conferences, exhibitions, networking events, and client meetings to build brand awareness and establish market leadership.
- **Travel as Required:** Be prepared to travel extensively within your assigned region to meet clients, attend events, and close deals in person.

Key Requirements:

- Bachelor's degree in Business Administration, Marketing, or a related field. Candidates with relevant experience will be preferred.

- Minimum **5-6 years of proven success in leadership**, preferably in the higher education or edtech space.
- Demonstrated track record of **achieving and exceeding revenue targets**.
- Strong business acumen with expertise in **business strategy, growth, and partnerships**.
- Exceptional **negotiation, presentation, and relationship-building** skills.
- Strong analytical and problem-solving capabilities.
- Ability to lead a team and work cross-functionally to achieve objectives.
- Passion for driving value and impact in the education sector.
- Willingness to travel on short notice.

Digii's commitment to you:

- Opportunity to create a global impact in the higher education sector.
- Flexible working hours and remote work options.
- Thrive in an open and inclusive environment that celebrates passion and excellence.
- Access to top entrepreneurs, technologists, and marketing leaders for brainstorming and guidance.

If you are passionate about driving technology adoption in the higher education sector and contributing to the growth of our SaaS platform, we invite you to join our high-energy team and make a difference in the future of education.