

HR Manager

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Company: SnaPhunt

Location: Pakistan

Category: other-general

The Offer

Join a fast growing startup building a sustainable platform for content creators globally

Exciting opportunity to work closely with the co-founders to drive the HR practice across international teams

The Job

In this role, you will be working closely with our co-founders and will drive all aspects of people and organization-related initiatives to succeed in IZUMO projects. This role will be pivotal to creating an environment where people thrive and contribute. You will be responsible for:

Collaborating with the CEO, CTO, CCO, and each manager to align HR strategies with the IZUMO mission and objectives

Sourcing and attracting top talents with internal and external stakeholders

Prompting a positive and inclusive company culture and system

Organizing team-building activities and fostering member engagement

Supporting managers proactively to achieve OKRs

Setting up adequate internal flows related to HR tasks

Conducting compelling interviews and overseeing the onboarding process to ensure new members integrate well into the company

Managing members in the HR team

The Profile

You have at least 3 years of Strong prior experience working within B2B SaaS companies, with a deep understanding of the industry landscape and customer needs.

You have prior full-cycle sales experience selling B2B SaaS and a proven track record of success in sales development, consistently exceeding lead generation and conversion rate metrics.

You have a proven track record in US lead generation, adept in regional nuances and customer preferences.

You have excellent communication and interpersonal skills, with the ability to interact and build credibility across all levels of the organization

You are a natural problem solver and a strong business advisor with demonstrated experience in influencing senior stakeholders

You are self-motivated with a strong desire to succeed in a dynamic and fast-paced environment.

You are results-driven, tenacious, and a strong team player

The Employer

Our client is a new-era VTuber project with a mission to create a sustainable platform where everyone can live as they want to be. We aim to unlock the potential of humanity through the avatar technology.

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