About the Company-

Unicommerce is one of the largest eCommerce technology solution providers in India, and is currently used to manage almost 20% of overall Indian eCommerce transactions (More than 120 Mn transactions amounting to $US 1.5 Bn GMV).

Unicommerce supports 10,000+ global retail brands to manage end to end warehouse operations and can be seamlessly integrated with any of the leading ERPs (SAP, Oracle, Navision etc.).

Product Portfolio:

1. Advanced **Warehouse management system** (handheld, FIFO picking, cycle count etc. supported)

2. **Multichannel online order and inventory management,** which can be easily integrated with any of the leading ERPs

3. **Omni channel** solution to manage store delivery of online orders

4. **Vendor panels** for stock management across suppliers

Why Unicommerce?

Be part of a profitable startup on its way to becoming the first ecommerce focused SAAS unicorn of the country.

Develop systems & services to deal with high volume ecommerce workloads. We process close to 20% of Indian ecommerce volume -- around 400K order items per day, amounting to $US 1.5+ Bn GMV, which is more than what most of the big marketplaces in India see.

Work on tough distributed system problems (large scale multi-tenancy, distributed co-ordination, scaling, engineering for high availability under varied workload patterns) in a large scale environment (100 MM hits/day, large clusters comprising 100s of AWS nodes)

Contribute to the evolution of our product portfolio atop our high performing SAAS platform. We help sellers & enterprises around the world automate their ecommerce operations via a suite of products: multi-channel order and inventory management, warehouse & vendor management, omni-channel etc..

Work in a tight-knit high performance team, alongside strong problem solvers graduated from IITs/NITs and other Tier 1 colleges with work experience from companies like Amazon, Microsoft, PayTM, Snapdeal, Makemytrip, Yatra etc. We have a flat hierarchy. Everyone codes, everyone ships. Take end to end ownership of services and components.

Business Development Executive

Job Title:- Business Development Executive
Experience:- 3 - 5 Years
Department:- Sales

Skills required
- Minimum 3 yrs. experience in Sales of Software Products, SaaS , IT Software sales
- experience
- Must have outbound calling experience. Lea
- Must have excellent oral & written English language skills.
- New Business Hunting .

Responsibilities

- Will be responsible for achieving sales targets from Software products & Services sales
- BDM shall be required to contact prospective clients through calls, messages, emails, social media, Skype etc.
- He/she will be required to generate leads from his previous experience & convert them into customers.
- Will be responsible for the complete sales cycle from lead generation to payment.
- Ability to conduct high-impact product Demo, F2F as well as online Demo Ability.
- Technical bent of mind and astute eagerness in learning more and understanding high end technology solutions like CRM, ERP, WMS, OMS,
- Sales Strategy - Research and understand the market through various mediums and create a sales strategy for targeting and upselling prospective buyers

Location : Gurgaon, Gujarat