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 coordination, 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.

Job Description- Enterprise Sales

1. 3+ years experience with SaaS sales and a strong interest in technology.
2. Consultative high-value corporate acquisition.
3. Able to suggest a solution as per the requirement of the customer
4. Networking and experience in enterprise sales.
5. Large account selling experience, having demonstrated success in delivering on sales targets consistently.
6. Excellent communications, confident and Fast learner, enjoys selling and winning accounts.

Required Skill Set:

Enterprise Sales, Excellent hunting, door opening and Business Development skills Ability to enter established accounts and get large orders Excellent at relationship building, nurturing and maintaining contacts

Education:

(UG - Any Graduate - Any Specialization) AND (PG- Any Postgraduate, Post Graduation Not Required) AND (Doctorate- Any Doctorate - Any Specialization, Doctorate Not Required)

Location: Kolkata