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.

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. Take end to end ownership of business projects and product features.

JD- Enterprise Sales (Middle East)

As the **Enterprise Sales Specialist** , you will be responsible for driving numbers for the company's SaaS product, via outreach programs targeted at enterprises in the International Market

What you will do:

- Consultative approach with high-value corporate acquisition.
- Managing lead qualification and running remote demonstrations as needed
- Able to suggest a solution as per the requirement of the customer
- Networking and experience in enterprise sales in Gulf Market
- Large account selling experience, having demonstrated success in delivering on sales targets consistently.
- Identifying and prospecting accounts in target markets to identify relevant stakeholders based on qualification criteria
- Qualifying customers' requirements and effectively articulating our ability to meet these requirements.
- Full responsibility on the sales cycle. From working and/or creating a lead to close it
- Managing complex sales-cycles and presenting to C-level executives the value of our suite of applications.

Desired Skills and Experience:

- Fluency in Arabic & English both speaking and writing, extra languages are a plus.
- 4+ years of individual quota carrying software or technology sales and account management experience (selling to Marketplaces/ retail/ fashion/FMCG is highly desired).
- Consistent earnings of $1000 (USD) monthly Contract deals in past sales roles while carrying $1000- $5000 (USD) quota.
- Experience managing and closing complex sales-cycles.
- Strong customer references.
- Strong computer skills, including Social Platforms, (Linkedin), PowerPoint and Excel.
- Experience selling in international markets.
- Degree in Business, Marketing, Communications or related field
- Proven track record for meeting and surpassing business goals in a fast growing startup environment.

Location: UAE/ KSA