



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- Inside Sales

Job Title : Inside Sales

Experience : 4-7 Years

Department : Sales

The Lead Generation specialist position responsible for following up on leads from Marketing (Marketing Qualified Leads) and focused outbound efforts, closing potential customers/prospects for discovery meetings that, in turn, lead to business opportunities while building new and strengthening existing customer relationships.

Position Overview

At the front end of the process, the Lead Generation Specialist is responsible for identifying sales targets in their assigned territory then passing the target to the appropriate account team. This role is a development position for a person aspiring for advancement in a sales organization.

Responsibilities

- Uncover prospect's business challenges and identify relevant new business opportunities
- Execute timely follow up on inbound website and phone inquiries, educating prospects.
- Research targeted accounts, identify key players, generate interest and close for a discovery meeting with the account team
- Learn and maintain in-depth knowledge of the products, industry trends and competition.
- Consistently achieve performance goals, individually and as a team.

Qualifications

- Experience selling a SaaS solution/product
- Insatiable curiosity, wants to know & understand how things work
- Excellent interpersonal, communication, and persuasion skills
- Excellent active listening skills. Ability to identifying the underlying business challenges
- Attention to detail, capturing requirements, and communicating the business challenges of our prospects
- Not afraid to ask questions until a thorough understanding is achieved.
- Creative, forward thinking, entrepreneurial spirit. Runs territory as their own business
- A self-starter with a track record of successful, credible lead follow-up at multiple executive levels within an organization
- Ability to retell a customer story and extract business information that will be of value to Wind River in determining if our solution will be of value to the customer.
- Flexible, adaptable and willing to experiment with creative approaches



Desired Skills & Experience

- 4-7 years of success generating leads and qualifying potential customers for a software company is preferred
- Proficient with corporate productivity tools (MS Office, Salesforce.com)
- Business Analytics is strongly preferred

Location: Gurgaon/ Bangalore/ Mumbai

The base location will given as per the region assigned/ opted for by the candidate