



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.



Partnership Associate

Relevant Experience: 2- 3 years

Job Location - Gurgaon

We are looking for a seasoned person who will drive strategic partnerships and drives the business across the ecosystem through the partners. This individual will be our ambassador with the external ecosystem, identify and execute programs with strategic partners (Online Marketplaces, Logistic Companies, Enablers, aggregators & Omni channels).

Roles and Responsibilities

- Develop and drive **partnership** for India, cultivate relationships, source sales from partners
- Identify key drivers for the business that enables **effective partnership** leading to business growth; deliver results from a profitability/brand perspective
- Identify, prospect and close complex **partnership arrangements** that deliver real value to the business
- Structure win-win propositions, execute; document them with various internal & external functional
- Scale business partnerships with leading solution resellers/ partners to cultivate & drive penetration of our services amongst leading brands/accounts
- Understand partner business models and products to develop partnership strategies and execute the plans.
- Negotiate all required commercials with the **partners** and close agreements
- Coordinate with internal teams for assisting in partner enablement activities
- Ability to take ownership and drive things, also should have great knowhow of drafting the agreements in accordance with company's contract guidelines, policies and as per legal limits.
- Ability to think and react in a high-energy, fast-paced environment
- Good organizational skills including prioritizing, scheduling, time management, and meeting deadlines
- The individual will also be responsible for driving all external partnered marketing /promotional partnerships for the Unicommerce business.
- This highly visible role has direct exposure to senior leaders in and outside; it requires highly developed thought-leadership, relationship management and strategic negotiating skills.
- Work cross-functionally to ensure operational excellence with our partners
- Keep abreast with industry trends within the domestic & global market.
- Provide effective and efficient post-sales support to our partners



- Create effective mechanisms to feed back the customer and partners needs to the product team to enable continuous improvement and innovation in products and services.