



### 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- Strategic Alliances**

Strategic Alliances play a critical role in accelerating the growth of Unicommerce. Today Unicommerce is growing quickly, but is realizing that growth all on its own. This role reports directly to the Head of Business Acquisition. We are looking for a self-starter who can hit the ground running in an individual contributor role with the ability to build out a team as we expand the Strategic Alliance team at Unicommerce.

### **What you'll be doing:**

- Work closely with the Unicommerce executive team to develop & grow target partners of strategic value to Unicommerce
- Build a pipeline of opportunities for alliances that will result in incremental revenue to Unicommerce.
- Understand targeted partners and develop a unique value proposition for a Unicommerce relationship.
- Execute a thorough and comprehensive process to develop “win-win” alliances.
- Engage with senior executives and key stakeholders of target companies.
- Engage the various teams within Unicommerce to support and develop these alliances i.e. product, marketing, sales, etc.
- Build mutual GTM plans with partners and measure and manage execution of those plans to deliver new revenue streams.
- Work with the Unicommerce team to develop the infrastructure and processes to facilitate these partnerships

### **We're looking for:**

- 5-7 years of experience building alliances with global technology and consulting companies.
- Knowledgeable in supply chain infrastructure SaaS products.
- Must have built alliances from the start, not just manage a pre-existing relationship.
- Typically has reported to a Global executive.
- Sales or similar experience achieving a revenue target.

### **Preferred Qualifications:**

- Experience in a similar role
- Bachelor's degree
- Experience working with order or warehouse management solutions



- Previously worked in a fast-paced hyper growth environment

**Experience: 5+ years**

**Location: Gurgaon**