



### 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.

## **Job Description: Tele Sales Manager**

### **Skills Required**

- Bachelor's degree in Marketing, Business Management, or a related field
- At least 5 years of work experience as a Telesales Manager, Telesales Representative, Telemarketing Executive , or a similar role in the Sales department
- Familiarity with the latest industry trends and developments
- Excellent communication, presentation, and negotiation skills
  
- Good time management and organizational skills
- Strong leadership skills
- Ability to multitask and handle stressful situations
- Highly motivated and detail-oriented individual
- Ability to work under pressure
- Data mining experience will be preferred

### **Responsibilities**

- Recruiting and training Telesales Representatives
- Assisting in the development of effective sales strategies
- Implementing and monitoring the performance of sales strategies
  
- Analyzing the performance of the telesales team members
- Preparing and setting monthly and weekly sales targets
- Building and maintaining long-term customer relations
- Preparing and presenting detailed and accurate sales reports
- Addressing any customer queries and complaints
  
- Maintaining an updated record of all important customer information in the database
- Assisting in developing sales scripts
- Recording sales calls and meetings details for future reference
- Keeping a track of KPIs
- Taking up any urgent requests or queries in a timely manner

**Location:** Gurgaon

