About this job
Location : Coimbatore
Job type: Internship (with opportunity to convert to FTE)
Experience level: Fresher or final year of college
Industry: Software Development
Company size: Seed funded startup

What do we do? We are an early seed funded startup in the eCommerce reseller space. It's an exciting and hot area where we provide a sustainable technology enabled solution for small/medium businesses to improve their profits by growing sales, protecting margins and automating workflow.

What kind of people will I work with? The Founding team consists of veterans who have worked and led teams across the Silicon Valley, India and EU/UK and have led development of world class products. We are sure it will be a very fulfilling experience to work with this team.
At this time, 50% of our development work is complete & we've successfully acquired 100+ customers. We are a growing organization & take pride in an open culture and work life balance.

Is this the right job for me? If you like ground floor startups, are confident about yourself and like to solve problems and research things. If you are a quick learner under some supervision. If you like to be an important member of a team that contributes to the larger goals of the company.

Key Roles & Responsibilities -

● Develop and execute strategies for lead generation, sales resulting in revenue generation
● Pursue and close key sales opportunities, managing the sales process
● Work together with peer group/sales team to pursue key prospects
● Sound understanding of product features & capabilities
● Results oriented attitude is necessary to be successful in this role

Who is a good fit?

● Self-starter / initiates action / highly motivated team player
● Great attitude, strong analytical ability & comprehension

What do you get?
● Rs. 5000/ month as a stipend
● Certificate confirming internship
● Letter of recommendation
● Job offer (On successful completion of the internship program and based on performance)

If interested, please contact HR @ hr@forcesight.in

Business Analysis

- Work closely with Product Manager to identify & understand customer pain points, conceptualize solutions, confirm use cases, test effectiveness & eventually drive product conceptualization to reality with effective delivery management
- Keep updated on market intelligence to understand new developments, competitor offerings, etc
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas