



## About this job

Location : Coimbatore

Job type: Full-time

Experience level: Junior to mid level

Industry: Software Development

Company size: Seed funded startup (handful of employees)

Experience : 1 to 7 Years

**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
- Keep updated on market intelligence to understand new developments, competitor offerings, etc to hold conversations with the customer
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product development ideas
- Create clear, precise and properly detailed client program documentation
- Communicate effectively to customers on setting correct expectations, especially on outcome based sales products
- Results oriented attitude is necessary to be successful in this role
- Ability to sell to multiple customer segments & product lines

## Who is a good fit?

- Self-starter / initiates action / highly motivated team player
- Great attitude, strong analytical ability & comprehension
- Looking to learn & grow
- Enjoy working in a fast paced organization
- Prior experience in Account Management or Sales experience is a plus
- Experience in Selling Services / SAAS products would be an advantage
- Strong and effective oral communication skills (English + 2 vernacular ideal, but not required)

If interested, please contact HR @ [hr@forcesight.in](mailto:hr@forcesight.in)