



**IndiaMART InterMESH Ltd.**  
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**Title / Designation** : Executive – Client Acquisition  
**Location** : PAN INDIA  
**Department** : NSD (New Sales Division)

#### **About the company:**

**IndiaMART** is India's largest online B2B marketplace, connecting buyers with suppliers. With 60% market share of the online B2B Classified space in India, the channel focuses on providing a platform to Small & Medium Enterprises (SMEs), **large enterprises** as well as individuals. Founded in 1999, the company's mission is 'to make doing business easy'.

IndiaMART offers a platform to 5.98 Crore buyers to search from over 5.01 crore products and get connected with over 47 lakh reliable and competitive suppliers.

IndiaMART has been the proud recipient of the Red Herring 100 Asia Award in 2008, as one of the top promising Asian companies driving the future of technology. Led by innovation and backed by experience, the company introduced a pioneering service in 2012 called Buy Leads. The commitment to bring affordable and low-cost solutions to the SMEs laid the foundation for this low-cost solution, which was bestowed with the Manthan Award in 2013 under the 'E-business and Financial Inclusion' Category.

IndiaMART has over 2500 employees located across 76 offices in the country. We look forward to having you as a part of the team.

#### **Position Description:**

Our sales professionals focus on face to face sales presentations as they provide our clients an opportunity to know IndiaMART & value addition IndiaMART can bring to their respective business.

This position allows you to build new clients for the organization, build rapport and trust in both yourself and the company. Our top sales professionals are passionate driven in order to produce top results, all the while maintaining integrity.

Position holder will be an individual contributor, responsible to drive sales activities within assigned region. This role will be on our partner payroll (Third Party Payroll).

#### **Job Summary:**

- To generate leads & Identify decision makers within targeted leads and initiate the sales process
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services
- To set up and deliver sales presentations, product/service demonstrations on daily basis
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure

- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company
- To ensure that all payments are collected as per the company's payment terms
- Ensure adherence to sales processes and requirements
- Achievement of monthly, quarterly & yearly business plan
- Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness
- Evaluate customers skills, needs and build productive long lasting relationships
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Achieving **sales targets through new client acquisition** and growing existing client base
- Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals
- Building and managing strong relationships with clients and customers
- Selling high-end, customized online property solutions

**Knowledge:**

- Knowledge and application of sales techniques such as: Rapport building, selling on emotion, building value in the product, and closing the sale

**Skills:**

- Quick thinking and problem solving skills
- Able to work independently and as a team player
- Excellent verbal communication skills
- Excellent active listening skills

**Attitude & Behavior:**

- Positive and enthusiastic attitude
- Handles Rejection well
- Customer focus and result oriented approach

**Qualification:**

- Only MBA
- Min 60% in 10<sup>th</sup> and 12<sup>th</sup>
- **Min 50% in Graduation and Post – Graduation**