

What is Vyapar?

Vyapar is a business accounting software (android and windows) that simplifies the

process of managing a business for millions of Indian MSMEs.

The software allows users to create business transactions, share them with their customers, manage their inventory, keep track of their receivable / payable and manage end to end taxation.

Who uses Vyapar?

Vyapar is used by almost every type of businesses in India, be it retailers, distributors,

wholesalers, manufacturers or service professionals.

The horizontal approach towards building Vyapar allows every business to fit it into our

use case and manage it efficiently. From a small garage service center to multi-outlet

grocery store, Vyapar is built for and used by almost the entire breadth of business types

in India.

As far as numbers go, Vyapar has been installed by **almost 1 crore businessmen** across the country.

What is the role about?

Job description

- Contact potential or existing customers to inform them about a product or service (using scripts if available)
- Answer questions about products and services of the company
- Ask questions to understand customer requirements and close sales
- Direct prospects to the marketing team/ sales team when needed (internal)
- Enter and update customer information in the database or in an excel sheet.
- Take and process license generation requests and process it accordingly.
- Handle grievances to preserve the company's reputation
- Go the extra mile to meet sales quota and facilitate future sales
- Keep records of calls and sales and note useful information

HINDI & ENGLISH MANDATORY Required Candidate profile

- Proven experience as telesales representative or other sales/customer service role

- Any experience in product based sales are an added advantage
- Proven track record of successfully meeting sales quota preferably over the phone
- Ability to learn about products and services and describe/explain them to prospects
- Excellent communication in English and Hindi and interpersonal skills
- Cool-tempered and able to handle rejection
- Outstanding negotiation skills with the ability to resolve issues and address complaints.

Perks and Benefits

Good incentives