

IndiaMART
is India's largest
online B2B
marketplace

Executive – Sales & Service

Location : PAN INDIA
Department : Client Servicing Division (CSD)



About Us:

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Over last 27 years, we have been continuously evolving our platform using sophisticated business-enablement technologies to make doing business easy. Our credo, '**One-stop expert for all business needs!**' appropriately depicts our approach. With 98 million product offerings and 7.6 million responsive supplier bases, we provide ease and convenience to our 175 million buyers. Our IPO was a thumping success in 2019, reaffirming the trust of our users and investors alike.

Headquartered in Noida, we have 4,000+ employees located across 56 offices in the country.

Why Join India MART:

- Our greatest assets are the IndiaMARTians. For our employee's personal and professional development, we provide a variety of career advancement opportunities as well as learning and development activities.
- They get the benefit of working with India's largest online B2B marketplace along with a fast-paced career progression. Potential employees can advance to the leadership roles within five years of their work tenure. We have more than 500 employees working with us who are testimony to this program.
- The superheroes take advantage of our cutting-edge **I-LEAP Program**, which allows employees to "Learn as they Work ". Our Superlative Incentive Programs, arguably among the best in business today, allows them to earn more as they do more.



**STRONGER
TOGETHER**

Key Success factors for an Individual:

- Passion and drive to excel
- Hunger to learn and grow
- Customer Orientation



IndiaMART InterMESH Ltd.
6th floor, Tower 2, Assotech Business Cresterra, Plot No.22, Sec 135, Noida-201305, Uttar Pradesh, India.

IndiaMART is India's largest online B2B marketplace



What the Role involves:

- Position holder will be an individual contributor
- Build and manage productive, professional relationships with clients
- Ensure clients are using and deriving benefit from IndiaMART
- Ensure products/services in client's e-catalog are accurately defined
- Maximize revenue by upselling other services and achieve fortnightly, monthly client retention and revenue targets
- Systematic follow-up and time-bound closures
- Prompt resolution of complaints
- Daily in person meetings (F2F) with clients onsite

Critical Skills of a Suitable Candidate:

- Application of sales techniques
- Active listening and understanding the business contexts of clients
- Good Verbal and written communication
- Ability to work independently

You Can Apply if you possess:

- Over 70% in 10th and 12th
- Will complete Master's Degree in Management in year 2024

Industry Leading Benefits:

- Weekly Salary
- Lucrative Incentives plans over and above the fixed salary
- Accidental Insurance, Group Life Insurance & Medclaim
- I-LEAP Program (Higher Education Assistance Program)

Apply Now!



IndiaMART InterMESH Ltd.
6th floor, Tower 2, Assotech Business Cresterra, Plot No.22, Sec 135, Noida-201305, Uttar Pradesh, India.