

IndiaMART
is India's largest
online B2B
marketplace

Executive – Client Acquisition

Location : PAN INDIA
Department : NSD (New Sales Division)

About Us:

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Over last 29 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 11.9 Cr product and services offerings and 80 lakhs responsive supplier bases, we provide ease and convenience to our ~20 Cr buyers. Our IPO was a thumping success in 2019, reaffirming the trust of our users and investors alike. Headquartered in Noida, we have 6000+ employees located across 56 offices in the country.

Why Join IndiaMART :

- 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.

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



STRONGER
TOGETHER

 indiamart


29
Years of
EMPOWERING BUSINESSES

 indiamart

IndiaMART is India's largest online B2B marketplace

What the Role offers:

- 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 and driven in order to produce top results, all the while maintaining integrity.
- 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. Position holder will be an individual contributor, responsible to drive sales activities within assigned region.

Key Responsibilities:

- To generate leads from given database & 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 ensure that all payments are collected as per the company's payment terms.

Critical Skills of a Suitable Candidates:

- Quick thinking and problem-solving skills
- Excellent verbal communication skills
- Excellent active listening skills
- Innovative vision and foresight to anticipate and create new opportunities that resonate with your customer.

You Can Apply if you possess:

- Over 65% in 10th and 12th both
- Over 50% in Graduation
- complete Master's Degree in Management in year 2026

Industry Leading Benefits:

- Weekly Conveyance Policy
- 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!

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