

Position: Inside Sales Executive

Work Experience / Knowledge:

- Experience working in a sales or customer service role for 2-3 years
- Adaptable & Sales-Centric Approach to Situations to Understand Customer Needs and explain the Praman value proposition
- Personalization/ empathy in communication
- Strong Interpersonal Communication & Writing Skills Accompanied with quick Comprehension & Clear Articulation
- Change Management Ability
- Demonstrated Ability to Work Effectively Within A Team Environment.
- Ability to Take Independent Decision & Meet Stringent Deadlines
- Quick Navigation Ability, Web Savvy, Basic Troubleshooting Knowledge
- Multitasking: Ability to Toggle Between Screens/Tools
- Agri tech sales experience preferred
- Language: English and Hindi

Key Responsibilities / Duties:

- Purpose of the Role: Ability to address multiple conversations simultaneously with different types of buyers (institutional, wholesaler, retailer etc.) and convince them of the value proposition of the Praman platform
- Explain the different offerings available to buyers on Praman platform in detail
- Identify gaps in current customer buying process and convince buyer on how Praman can address those gaps
- Onboard buyers on to platform
- Understand procurement cycles of institutional buyers and tailor sales cycle to their needs
- Ability to Comprehend & Respond to All potential buyer queries (Through Chat or phone) With Immediate Resolution (Real-Time) To Ensure Satisfaction.
- Adherence to Quality and Compliance Guidelines
- Eye for Detail. Connects with Category team in case of complex queries or conducts research to fill gaps in understanding

Education/Technical skills

- 12th Graduation
- Degree in Business Management or related field.
- Computer literacy

Remuneration Range

TBD

Work Location:

Remote

Work Timing:

9.30 am to 7 pm

About Praman:

Praman is the World's Largest Horticulture Exchange, powered by Intello Lab's proprietary quality assessment technology. It facilitates spot-trading, e-auctioning, and reverse-auctioning in horticulture commodities

Read more on: praman.ai