

About Intello Labs:

Intello Labs is Gurugram based agritech start-up founded in 2016 by IIT Bombay alumni. It taps the power of AI, ML, and computer vision to solve one of the biggest problems our world faces – cutting down food loss. We do this by digitizing the quality assessment of fresh fruits and vegetables. Our technology transforms quality processes, making them objective, efficient, and less wasteful.

From growers to packers, from exporters to food services, anyone can use our innovative, scalable solutions to digitize food quality, achieve fair pricing and reduce food wastage. Intello Labs gives the edge needed to make a food business thrive.

About Praman:

Praman is a digital exchange led by quality objectification for FnV and spices. Praman enables quality-based e-auctions and trading for sellers and buyers. At a daily GTV of \$2mn, Praman is poised to scale and be the largest platform in the Agri-tech ecosystem.

Designation: Field Sales Executive

Job Responsibilities:

- Buyer and seller on-boarding on the Praman platform.
- Handling day to day sales for the assigned area.
- Daily market visit & rapport building with buyers and sellers.
- Exploring areas within the local region for business expansion etc.
- To generate leads from & 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 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.
- Ensure adherence to sales processes and requirements.

What You Should Have

Knowledge:

- Knowledge and application of sales techniques such as: Rapport building, selling on emotion, building value in the product, and closing the sale.
- Keen understanding of the business and technical contexts in which key accounts are situated.
- Business advisor to your customers.

Skills:

- 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.

Attitude & Behavior:

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

Experience:

- At least 12 months of relevant sales experience.
- Freshers can also apply

Qualification:

- Graduate