

Title of Function: **St. Alliance -Executive**

THE JOB:

- Identify prospective Strategic Alliance Partners in the region
- Develop and Manage Strategic Alliance Partners allocated
- Handling the queries of the Alliance Partner's Merchants and intervening superiors when where necessary
- Co-ordination with other departments for effective post sales experience and Faster Merchant live go process.
- Fulfilling Sales targets as per plan
- Manage and maintain records of SA-P's Merchants assigned
- Manage and maintain records of prospective SA-P's.
- Plan regular partner visits accordingly

YOUR PROFILE:

To enable to accelerate the growth we need an aggressive, confident, experienced & result oriented talent:

- Management Grad/Post Graduate with Good communication skills
- Experience in Sales with minimum of 2 years.
- Team player
- E-commerce Knowledge added Advantage
- Business Understanding and good networking
- Good coordinating abilities
- Understanding of KYC norms added advantage
- Good Negotiation and Convincing skills
- Agile and Adaptable
- Strong Interpersonal skills
- Creative and Innovative

OUR OFFER:

As a member of a young and dynamic team, you will be offered:

- A challenging role in a fast growing company and one of the key players in India with introduction of new products.
- A salary package related to your experience and results.
- Regular feedback via a company-wide appraisal initiative with focus on personal objectives, personal growth, short and long term career goals.
- Position based in Hyderabad/Bangalore/Mumbai and reporting to their respective Managers