



## People Manage- Enterprise Key Accounts

### About Unicommerce:

Unicommerce eSolutions is India's largest e-commerce post-purchase management technology platform. Unicommerce provides e-commerce enablement solutions for multichannel selling, inventory management, warehouse management, omnichannel retailing, and marketplace seller management. The platform is designed to meet the business needs of e-commerce and e-tailers across sectors and has served over 15,000 registered customers across India, the Middle East, South East Asia, and South Asia. Unicommerce solution is currently being used by 35K+ users to manage over 2000 stores and 7000+ warehouses and processes more than 500 Mn+ orders amounting to \$5 Bn+ GMV annually. Some of its key clientele include Myntra, Jack & Jones, Tommy Hilfiger, Adidas, Vero Moda, Chumbak, W, boAt, Forever New, Marico, Netmeds, Healthkart, Mamaearth, mCaffeine, Sugar Cosmetics, Lakme, and Nivea among many others.

For more information, visit <https://unicommerce.com/>. Follow Unicommerce on [LinkedIn](#) [Instagram](#) and [Twitter](#). Stay updated with our current open roles across functions and visit our [careers page](#).

### Product Portfolio:

1. Advanced Warehouse management system
2. Multichannel online order and inventory management
3. Omnichannel solution
4. Seller panel solution for marketplaces for stock management across suppliers

## People Manage- Enterprise Key Accounts

Location: Gurgaon

Functional Area: Operations

Education Qualification: MBA

Experience: 8-12 Years

## Key Responsibilities

- Lead a team of Account Executives to head a portfolio of Enterprise Accounts
- Develop Customer First Approach in team to understand customer pain points
- Collaborate with Cross functional Teams such as Product management and Tech team to deliver standard or custom made solutions for client requirements.
- Develop in depth understanding of the Unicommerce product and solve every day queries of your team and train them to better equipped to solve client issues.
- Demonstrate outstanding interpersonal and communications skills.

## Required Skillset:

- Work experience in managing Enterprise Clients and in managing high caliber teams
- Working in a start-up or a consulting firm
- The candidate should have demonstrated ability to collaborate and build strong relationships with customers especially at the Key decision maker levels.
- The candidate must have managed and mentored team in some previous role.
- Have a firm grasp of technology and the ability to learn every detail of a product to help to troubleshoot and creatively solve problems.
- Strong project management skills with a proven ability to estimate, plan and effectively execute and control projects to deliver agreed upon scope on time within budget.
- This person needs to have a customer focused mindset, and should be able to drive a team towards efficiency and customer satisfaction.
- Experience in a SaaS firm is a plus.
- Understanding of APIs is a plus

## Why Unicommerce?

Be part of a profitable startup on its way to becoming the first ecommerce focused SAAS unicorn of the country.

We process close to 20% of Indian ecommerce volume, processing 500 Mn+ orders amounting to \$5 Bn+ GMV annually , which is more than what most of the big marketplaces in India see.

Work on tough distributed system problems (large scale multi-tenancy, distributed coordination, scaling, engineering for high availability under varied workload

patterns) in a large scale environment (100 MM hits/day, large clusters comprising 100s of AWS nodes)

Contribute to the evolution of our product portfolio atop our high performing SAAS platform. We help sellers & enterprises around the world automate their ecommerce operations via a suite of products: multi-channel order and inventory management, warehouse & vendor management, omni-channel etc.

Work in a tight-knit high performance team, alongside strong problem solvers graduated from IITs/NITs and other Tier 1 colleges with work experience from companies like Amazon, Microsoft, PayTM, Snapdeal, Makemytrip, Yatra etc. We have a flat hierarchy. Take end to end ownership of business projects and product features.