

Company: OneVahan

Company website: www.onevahan.com

Hiring page: www.onevahan.com/careers-hiring

Role: Manager/Associate Inbound Sales & Business Development (English fluency required)

Location: Sector 8, Noida (Less than 2Kms from Sector 15 & Sector 16 Metro Station, Noida)

Start Date: Immediate

Compensation: ₹28,000 - 40,000 per month, depending on experience. Performance bonus additional.

Office Timing: Monday - Saturday, 9 AM - 6 PM

Probation Period: Three months.

This is an office based, inbound-sales role. Not a field sales or outbound/cold calling role.

About the Company

OneVahan is one of India's leading enterprise title transfer services. We make it simpler, smarter and safer than running around to RTOs to get your vehicle transferred.

Over 60 lac people in India will buy or sell a car this year. 70% of them will go to an RTO office to do it – spending thousands of Rupees & taking irreplaceable hours out of their work-day. We wanted a better way, so we created OneVahan – India's first-ever platform that makes it easy for anyone to save money and do all steps – from uploading documents to signing paperwork – from your phone.

We are a fast-growing, self-funded & sustainable, early-stage startup.

Why join OneVahan?

- Paid time off and sick leave, because your health comes first.
- We offer top of the line benefits, including health insurance stipend, paid time off, company devices (Phone, noise cancelling headset), Cab pick-up & pickup-drop from metro (in trial) & more.
- We'll provide on-the-job training for Office Suite, Google Suite & other project & lead management tools.
- Work with team members from Patni Computers, NMIMS, London School of Economics, IndiaGold & CarTrade.
- Founders have a track record of successful exits to Public Limited Companies & large startups.

About the Role

- You will be among our first Customer facing Sales/Business Development hires
- Your involvement in the sales cycle will start with an inbound (sometimes online) call with prospective customers
- Primary responsibility entails conclusion of the deal cycle and will hence involve following up over the phone and over email. Follow on, in-person calls may also be required.
- Our Sales cycle lasts 2-5 days on average.

- If your performance is good, we expect to give you managerial and team handling responsibilities as early as 6-8 months from now

Requirements

- Have strong verbal and written (grammar, punctuation, spelling etc) communication skills in English
- We are looking for action-biased and iteration-oriented individuals who:
 - Have 1-4 years of experience in Inside Sales & Business Development in English. Pre-sales experience is a plus.
 - Proficiency with sales funnels, cycles, forecasting & diagnosing drops in the funnel
 - Experience with CRMs (LeadSquared/Salesforce/Zoho/Others) & ERPs
 - Understand C-SAT (Customer Satisfaction) & generate positive reviews
 - Experience editing, updating & maintaining a sales script
 - Nuanced understanding of handling sales objections & countering with value propositions
 - Negotiation skills that allow you to take charge & change no-wins into wins
 - Are persistent and good at following up. Your natural state is to be proactive with updates
 - Proficient at basic Excel/Google Sheets
- Have a 'pleasant' personality and consider themselves a 'people person'. They can connect with
- Have strong intent to strengthen negotiation skills
- Have an open mind and are coachable.
- Are available to work 6 days a week, with the weekly off being on a Sunday

After one year at this role you will...

- Have aced formal sales frameworks
- Understand & know fair negotiation tactics
- Know more about Motor Vehicle Tax & Law than most lawyers
- Have become proficient at Microsoft Office & Google Business Suite with on the job training
- Accrued managerial and team handling responsibilities

Notes:

- Inbound sales experience in English preferred.
- This is **not** a field sales or outbound/cold calling role.
- We are an equal opportunity employer hiring without any consideration to age, gender, race or caste.
- We welcome women/mothers joining back the workforce. We strongly invite married women with kids to apply.