



About Magicpin:

Magicpin drives discovery and commerce for the offline retailers. We enable local merchants to promote themselves and thus increase footfalls to their stores. In less than 5 years, we have become the leader in the USD 1 Trillion market with 1 million+ merchants.

Our Clients:

Our clients include Pepsi, ITC, McDonald's, Taco Bell, Burger King, and The Beer Cafe amongst others. Magicpin was started by ex-IIT and ex-IIM graduates with extensive experience in top tier consulting firms, start-ups and marquee VC firms. We are backed by Lightspeed Venture Partners, Water Bridge Ventures and Google.

Designation - Business Development Associate/ Sr. Business Development Associate

Key Responsibilities:

- This is a B2B sales (Field) role where you will be the face of Magicpin, a friend, philosopher, and guide to our merchant partners.
- Every day will be unique and interesting. The adrenalin rush of achieving targets, building, and selling solutions, and seeing hyper-growth will make you feel at home!
- Scouting for leads ranging from restaurants, hotels, and fashion retailers, acquiring them as clients, and servicing them over the phone and email communication.
- Maintaining relationships with clients, by providing holistic solutions.
- Working close coherence with the marketing team to best optimize results for clients.
- Generating sales insights and suggesting product level changes.
- Managing the end-to-end sales process, including invoicing, collection, up-selling, etc.

Working with us:

We have a strong innate desire to solve hard and challenging problems, and work with people who are street smart and fun. We strive hard to find people who share this DNA with us, hence every addition to our team is highly selective.

Location: Pune

CTC: Rs. 7 LPA

Please contact

Gaurav Kapoor

IBS Hyderabad, 2015-17

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Interested candidates can forward their resume to gaurav.kapoor@magicpin.in

***** Alumni with 0 - 3 Yrs. of Experience is required for applying for this position *****