

**PLACEMENT DRIVE NOTIFICATION**

<b>Company</b>	<b>Phyigital24 (formerly MiGrocer)</b>
<b>About the Company</b>	Phyigital24 (formerly MiGrocer) is a pioneering eCommerce enabler, empowering stores to create online storefronts (on Android, iOS and Web) instantly and sell products and services online. Over 150,000 stores have already benefited with Phyigital's solutions across the United States, India, United Kingdom and Australia. Phyigital's pioneering SaaS solution boosts revenues, improves business efficiencies and enhances customer relationships for retailers. Website: <a href="https://phyigital24.com/">https://phyigital24.com/</a>
<b>Job Title</b>	Business Development - Intern
<b>Job Description</b>	<ul style="list-style-type: none"> <li>• Qualify and prospect inbound leads generated through various marketing and sales channels</li> <li>• Reaching out prospects continuously and making them review Phyigital's product and converting them to paying clients</li> <li>• Responsible for revenue generation with effective sales strategies</li> <li>• Work with sales and marketing teams to meet team targets</li> <li>• Meeting and exceeding monthly and quarterly targets, pipeline generation and activity-based targets</li> <li>• Responsible for winning Restaurant/Grocery and Meat store clients in India market</li> <li>• Being the frontline expert of Phyigital's product offering to help answer any initial questions prospects may have</li> </ul>
<b>Job Location</b>	Work from home
<b>Eligible Degrees</b>	MBA (Marketing)
<b>Eligibility Criteria</b>	No marks criteria
<b>Requirements</b>	<ul style="list-style-type: none"> <li>• 0-2 years of strong experience in Inside Sales, Outbound Sales, Retail Sales, Product Technology Sales, SME Sales, B2B preferably a SaaS product</li> <li>• Having in depth understanding of SME segment in the India</li> <li>• Proven track record generating revenue for any software solution</li> <li>• Any recognised Sales Certification is an added advantage</li> <li>• Strong interpersonal communication skills with energetic phone handling, attentive listening, and superior writing</li> <li>• Learning mindset and the right attitude that will help you thrive and adapt in a fast-paced, performance-driven environment</li> </ul>
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Should be a good team player</li> <li>• Strong written and verbal communication skills (English &amp; Hindi)**Mandatory</li> <li>• Exceptional leadership skills</li> <li>• Self-Motivated with a Can-Do attitude</li> <li>• Proficiency in Microsoft Word and Excel</li> <li>• Similar experience will be an add-on</li> </ul>
<b>Other details</b>	<p><u>Joining Date:</u> Immediate to 15 Days</p> <p><u>What Do You Get?</u></p> <ul style="list-style-type: none"> <li>• Independently handling sales with minimum interventions in a high growth and high-tech startup</li> <li>• Thrive in a startup environment where each employee thinks like an entrepreneur and sets an example for innovation and efficiency</li> <li>• Employee centric startup, where your efforts are celebrated and rewarded</li> </ul>
<b>Compensation (CTC)</b>	<b>Rs.4.00 LPA</b> (Post Internship based on the performance) Stipend 15K/Month + Incentives during 6 months
<b>Selection Process</b>	<ol style="list-style-type: none"> <li>1. HR Initial Interview</li> <li>2. COO Interview</li> </ol>
<b>Date &amp; Time of Interview</b>	Will inform later
<b>Venue</b>	Virtual/Online