



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 708

19th August 2023

Sub. Placement opportunity for MBA students of GGSIP University of the batch passing out in year 2024 in the company “Unicommerce Esolutions Pvt. Ltd.”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for MBA students of GGSIP University of the batch passing out in year 2024 in the company “Unicommerce Esolutions Pvt. Ltd.” for your reference and circulation to students to apply on given link by **21th August 2023**.

Registration Link – This opportunity has been uploaded Pod.ai Platform, you are required to accept the same and share with your students through your Pod.ai account.

For POD platform related queries please call at +91-11-41179695 or write to support@pod.ai

Name of Company – Unicommerce Esolutions Pvt. Ltd.

Roles- Analyst – Enterprise Key Accounts

Education: MBA

CTC offered-

- The stipend will be 20K monthly,
- CTC will be INR 5.5 LPA, comprising 5 LPA fixed and a performance bonus of 50K.

Job Location – Gurgaon

Joining – In Jan 2024 for a 6 months internship followed by Full-time employment.

Experience: Fresher

Functional Area: Operations

THE LAST DATE FOR REGISTRATION IS 21th AUGUST 2023.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University



Analyst – 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.

Role: Analyst - Enterprise Key Accounts

Location: Gurgaon

Experience: Fresher

Functional Area: Operations

Education: MBA

Job Description

Responsibilities

- Manage a portfolio of High Value 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.

Skills and Requirements

- Work experience in managing Enterprise Clients.
- Working in a startup 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 SQL and APIs is a must.

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.