

# Account Executive



APP for OPS

Wooqer is on a mission to create a SuperApp for Operations where business users can create, find, and discover virtually any app that makes them deliver better results everyday. By enabling users to act fast, make data driven everyday decisions and a wide selection of industry/cross industry best practices, Wooqer is emerging as the go to business platform.

Wooqer is looking for high-energy account executives who can recognise opportunities and turn leads into long-lasting partnerships. With their extensive product knowledge and understanding of industry trends, Account Executives will communicate directly with clients and prospects, understand their individual needs, recommend Wooqer products that maximise value and close the deals. You should be an adaptable, knowledgeable multi-tasker with strong computer and communication skills, and find the best fit between client and product. The ideal candidate will be organised, passionate about client relations, and focused on enhancing the buyer experience

You will be expected to -

- Own the complete cycle from prospecting to closing and launching new customers.
- Manage the outbound and inbound leads.
- Hit the sales quota.
- Provide support for clients by learning and addressing their requirements and mapping it to Wooqer's unique value proposition.
- Follow up with prospects several times throughout the sales cycle to build trust and confidence in the product and organisation.
- Present and demonstrate the value of products and services to prospective buyers.
- Stay current on company offerings and industry trends.
- Maintain and track CRM at all times.
- Build long-lasting, mutually beneficial relationships with all internal and external stakeholders to create a better customer experience.
- Handle complaints and negotiations and work deals towards closures.
- Win the deals and ensure smooth onboarding.

You Must have -

- BE with MBA preferred
- Minimum 3 years of B2B product sales experience and good understanding of B2B sales process in a startup environment.
- Track record of consistently hitting your targets.
- Experience of selling to C-level executives and finance teams.
- Strong time management & Stakeholder management skills.
- Knack for generating the required support instead of waiting for it.
- Ability to understand client needs and handle the negotiation process.
- Ability to own the outcomes in a remote environment.
- Track record of generating own pipeline.
- Understanding of how technology products are built.
- Excellent verbal and written communication skills.
- Computer skills, especially MS Office Google Suite apps and CRM Software
- Comprehensive and current knowledge of company offerings and industry trends.
- The drive and energy to manage multiple accounts.



# About Wooquer

## Our Journey

Wooquer is a one of its kind journey where profitability comes first. With customers who genuinely get value from the product and are willing to pay for it, scale is a natural next step. And that's the next phase of the Wooquer journey. We are preparing for growth.

The already available Creator tools that users love to use and the hundreds of apps users have self created on the Wooquer Super App form the foundation for our growth. Global expansion, New selling methodologies, Marketing focus and a B2B apps marketplace shall make it happen.

At Wooquer, Intelligence is hygiene and Execution capability a necessity. We build things right and blow customer expectations away, every single time. We chase crazy big goals, take full ownership, deliver excellence and celebrate our successes. We pay attention to detail and are right..most times as we simplify work for self and users. We are building the future. Today. And last but not the least, we are frugal. After all, we are still building a profitable company.

## Our Leadership

### Vishal Purohit

**As Founder and CEO of Wooquer, Vishal leads the product vision and organization. Vishal is a serial entrepreneur with multiple successful exits. Vishal has held Technology, Sales, Operations, Chief Executive and Advisory roles in his journey to Wooquer. Vishal holds a BE in Comp. Sc from Univ of Pune**

### Sarika Pandey

**As Co-Founder of Wooquer, Sarika anchors all customers enabling them to self create solutions for day to day needs and identify opportunities to continually derive more value. Before Wooquer, Sarika was a banker having held various avatars at ANZ, SCB and Kotak. Sarika holds an MBA from FMS Delhi and is a medical science graduate from AIIMS.**

### Rakesh Agarwal

**As Chief Technology and Product Officer, Rakesh is working towards making Wooquer more scalable and valuable. Before Wooquer, Rakesh has led growth of Products & Tech with Market leaders like SAP and Tally. He also brings with him the experience of an Entrepreneur. Rakesh holds a Bachelor Degree from IIT Delhi.**

### Kailash Iyer

**As a VP – Finance, Kailash is leading the finance, legal, compliance & admin team and is striving to unlock value for all stakeholders. Kailash is a versatile professional, with entrepreneurial mindset, with diverse experience in financial and business environments. Prior to Wooquer, Kailash led a similar role at Hashedin By Deloitte. Kailash is a Chartered Accountant and a Narsee Monjee College alumnus**