

Role: Business Development

Position(s): Associate
Manager

Job brief: Khareed represents a new way of doing business. We aim to simplify business processes and increase efficiency.

Business Development associates benefit from exposure to a wide range of functional activities at Khareed, from analyzing the business processes of corporate clients to facilitating multi-million rupee commercial transactions.

This role requires a diverse array of skills, including sales and marketing, problem solving, analytics, and communications.

Duration: The Associate and Manager roles are full time, permanent roles, with a meritocratic growth trajectory based on periodic performance reviews. Typical growth trajectory is 2 to 3 years before promotion to the next level. Strong performers can expect faster growth.

Responsibilities:

- Help develop, continuously iterate and execute client acquisition strategy
- Provide hands-on, customized onboarding of clients
- Develop and maintain strong customer relations; proactively serve client needs and market additional products and solutions based on client needs
- Oversee customer order and sales transactions being conducted
- Proactively contribute to further product improvements by communicating feedback from customers to technology development team
- Perform analysis on customers' buying and selling history to create meaningful and actionable insights for further service improvement.

Requirements:

- High degree of motivation
- Strong sense of ownership and responsibility
- Strong people capabilities and willingness to develop relationships
- Strong interest in business, trade, commerce, and industry
- Good commercial awareness and pragmatic judgment
- Strong analytical skills, comfortable with data and numbers
- Willingness to do field work and customer visits
- Openness to new ideas and ways of thinking
- Undergraduate / Masters degree—business or scientific background preferred
- Experience working in a technology or startup environment desirable

Compensation: We offer market-competitive compensation based on qualifications and experience and supplement this with a generous incentive structure. Compensation grows exponentially based on performance, role and tenure.