

Sales Development Representative



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.

As a Business Development Representative, you are the first point of contact for our prospects. You will be the first impression of our company and a driving force behind our growth.

Responsibilities -

- Initiate conversations with inbound prospects using calls, chats, emails and LinkedIn messages.
- Lead generation based on allocated target market and geographies.
- Hands-on with CRM and other lead generation tools.
- Make cold calls, give product demos; schedule appropriate next steps for the leads.
- Determine the exact needs and resolve issues or objections presented by the prospects.
- Bring the leads to closure
- Lay the foundation for a strong, long-lasting relationship with the customer, post sales
- Maintain active engagement with new and existing leads through creative follow-up generating increased interest.
- Achieve or exceed monthly targets.

Skills -

- 2+ years prior SDR/BDR (handling inbound leads) experience within a Software Product Company, preferably startups.
- Great understanding of a sales process, right from lead generation to closure.
- Ability to read emotional cues, understand a customer's needs and navigate a conversation.
- Hardworking and willing to achieve a high volume of inbound prospecting activity everyday while maintaining a positive, energetic and enthusiastic persona.
- Very strong interpersonal and communication skills.
- Ability to work in a team environment
- Articulate with strong business acumen.
- Learn, leverage and help evolve the demand generation process
- Able to understand/explain concepts, ideas and platform in a clear and concise manner to the customer and stakeholders.
- Managing a balanced relationship with customers and stakeholders within the organisation.



About Wooqer

Our Journey

Wooqer 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 Wooqer 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 Wooqer 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 Wooqer, 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 Wooqer, 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 Wooqer. Vishal holds a BE in Comp. Sc from Univ of Pune

Sarika Pandey

As Co-Founder of Wooqer, Sarika anchors all customers enabling them to self create solutions for day to day needs and identify opportunities to continually derive more value. Before Wooqer, 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 Wooqer more scalable and valuable. Before Wooqer, 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 Wooqer, Kailash led a similar role at Hashedin By Deloitte. Kailash is a Chartered Accountant and a Narsee Monjee College alumnus