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MODERN TRADE SALES ASSOCIATE

Location: Mumbai

No. of openings: 5

Yeshoda Rose Bazaar Retail PVT LTD

Hoovu - A Fresh Take on Traditional Flowers! A Techstars backed company, Hoovu Fresh is an online and offline flower retail service offering puja flowers at home delivery through our partner's platforms. We are looking to expand our offerings via the following channels: B2B, Local Markets, Modern Trade and temples.

Traction: Jan 2021 - 51,602 orders/month | Jan 2022 - 1,24,291 orders/month. As we are in the growth stage, we're looking for super energetic hustlers who are ready to get their hands dirty and are passionate about creating a roadmap for the religion-tech & traditional flowers industry.

Responsibilities:

- Generating leads by visiting supermarkets, housing societies, temples, etc.
- Onboarding new customers
- Conducting market research
- Creating awareness about our products and services
- Attending and participating in meetings, workshops, events, and exhibitions
- Liaising with clients, vendors, and suppliers on behalf of the company.
- Maintaining client relationships

What are we looking for?

- Have excellent communication skills
- Proficiency in Hindi, Marathi, English
- Consumer-facing start-up and 0-1 sales; marketing experience is a big plus
- Proactive mindset and the ability to meet multiple objectives in a fast-moving, entrepreneurial environment

Media: <https://www.entrepreneur.com/en-in/news-and-trends/hoovu-fresh-raises-inr-645-crore-in-pre-series-a-funding/440481>

<https://www.thebetterindia.com/285264/sisters-subscription-based-puja-flower-delivery-at-home-startup-earn-crores/>

<https://yourstory.com/herstory/2022/04/sisters-rhea-yeshoda-karuturi-hoovu-fresh-pooja-flowers-recycling>

www.hoovufresh.com

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