

Senior Product Consultant – at a startup looking to make a dent in a \$90 BN/year Industry

Our Business:

A B2B platform to standardize and make more efficient a \$90 BN/year highly fragmented inefficient market for the construction industry. To create a transparent, efficient and seamless experience for the industry offering the highest quality systems that create value for all stakeholders involved. Founder has 20+ years of experience in the industry across the US, Asia and India

Who you are:

An architecture or an engineering graduate. You are interested in technology and software solutions. You have a reasonably good understanding of the construction industry. You are very personable with great communication skills and are at ease making new relationships.

What you will do:

You will develop an in depth understanding of the SaaS product and will be required to have a consultative approach to product sales. You will be integral to the pre sales process and work closely with the sales team on client development.

As part of your role, you will engage customers to generate leads through product demos and effectively communicate the product's value proposition. In addition, you will develop strong relations with the customers while representing the company and its products

You will provide the customers end-to-end support in understanding and implementing the product to their full satisfaction. You will consistently engage with other team members to provide customer feedback during product development.

You will have an opportunity to work closely with the product head and the sales head in helping incorporate customer feedback on the product and also help in future product development based on your market knowledge.

What you get:

A competitive package and a chance to participate in a life altering business plan that will fundamentally disrupt and change one of the largest industry segments in the country and the world.