

Job Title: Rotational Sales Executive Program-Full Time

About Bluevine

Bluevine is transforming small business banking with innovative solutions like checking, lending, and credit—all tailored to help entrepreneurs thrive. With best-in-class technology, advanced security, and a deep understanding of the small business community, we empower business owners to grow with confidence. Since 2013, we've served more than 750,000 customers in the U.S., backed by leading investors including Lightspeed Venture Partners, Menlo Ventures, 83North, and Citi Ventures. Today, we're a global team of 500+ employees with our largest and fastest-growing office in Bengaluru, home to 180+ colleagues.

Our mission is simple: fuel small businesses with the financial tools they need to succeed. Join us, and be part of a team that's reshaping the future of fintech.

About the Program

The **Rotational Sales Executive Program** is a full-time opportunity designed for ambitious graduates from India's premier campuses who want to experience sales in a global fintech environment.

Structure:

- **3 months of training** to build core sales skills and product knowledge.
- **Rotations** across two key roles:
 - **Account Executive (New Customers):** Help U.S. small businesses secure Bluevine credit products like Line of Credit and Term Loans.
 - **Relationship Manager (Repeat Customers):** Build long-term relationships with existing customers to drive ongoing product usage and expansion.

What makes this program unique?

- **Inbound sales only:** All leads come from customers who've already applied.
- **Direct impact:** You'll sell the full product suite directly to U.S. small businesses.
- **Global exposure:** Work in a U.S.-focused fintech while based in Bengaluru.

- **Career acceleration:** Proven program success—our first batch (Feb 2025) is thriving, and the next cohort launches **July 2026**.
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What You'll Do

- Engage with U.S. small business owners over phone and email to understand their needs.
 - Advise customers on the right Bluevine products to help them achieve their working capital goals.
 - Build relationships that foster trust, retention, and product expansion.
 - Use modern sales tools, CRMs, and engagement platforms to manage your pipeline effectively.
 - Consistently meet and exceed performance goals.
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What We're Looking For

- **Drive for results:** A competitive, confident achiever who thrives on exceeding goals.
 - **Fast learner:** Quick to absorb training, adopt feedback, and adapt to new situations.
 - **Consultative mindset:** Strong relationship builder with a knack for problem-solving.
 - **Team player:** Collaborates and contributes positively to a high-energy sales culture.
 - **Strong communicator:** Excellent written and spoken English.
 - **Flexible professional:** Comfortable working U.S. hours (any 9-hour shift between 5:30 PM – 6:30 AM IST).
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Compensation & Benefits

- **Competitive salary:** ₹8 LPA+ (fixed + variable incentives)

- **Equity:** Be part of Bluevine's growth journey
- **Generous benefits package,** including:
 - Group health insurance and life coverage
 - Meal allowance and transportation assistance
 - Generous paid time off and holiday plan
 - Company-sponsored mental health benefits
 - Financial advisory services
 - Learning and development opportunities
 - Community-based volunteering

Why Join Bluevine?

- Experience **sales firsthand** before your MBA.
- Build a career in a **global fintech environment** with direct customer impact.
- Work with a **supportive, collaborative team** in our Bengaluru hub.
- Enjoy **career acceleration opportunities** in a high-growth company.

👉 Next batch begins: July 2026

If you're ready to launch your career in fintech sales, Bluevine is the place to start.