

About the Position

Role: **Project Management**

Designation: Business Analyst

Experience: 0-1 Yrs.

Location: Gurgaon (Work from Office) - 5 Days

Education: Bachelor's degree (Technical)

Industry Type: Technology / SaaS product

Functional Area: Business

About SalesCode.ai

Founded by **Ex Coke** business leaders, we are a Sales-Tech start-up guaranteeing sales upliftment with the help of AI. We are already working at scale with top global companies like **MARS, SHELL, RB, Coca-Cola, Colgate, Perfetti**, and others across 16+ countries in Asia, Europe and LATAM.

What We do

Large CPG Companies lose 12-35% of Sales daily, due to inherent human inefficiencies, and Store level gaps and opportunities every day. Even a 1-2% improvement drives Millions of \$ of incremental revenue.

“Our MISSION is, to exponentially augment Sales Team’s competency and intelligence with AI, to drive Sales and Execution at a speed and scale impossible to match by human efforts. Sales Teams using our AI Platform have an extraordinary and unfair advantage over others”.

With our AI Platform for Sales, we are leading two technology interventions that will redefine the future of CPG sales, by eliminating human inefficiencies:

1. Augmented Intelligence of Sales Teams - with our proprietary product AI Supervisor. [Won the title of **Challengers in NASSCOM AI Game Changers 2021 Compendium**, for AI Implementation at Scale and Business Impact].
2. Digital RTM to transform the current 100% people-dependent RTM of consumer goods companies - with our E-B2B Platform powered by AI Sales Agent. [Winner in **NASSCOM Retail Tech Challenge**, judged by Business and Tech leaders from **HUL, RB, Marico** and other top companies]

Roles & Responsibilities:

- Represent stakeholders & translate business needs & technical issues.
- Scope the system, Elicit project requirements, especially the business requirements.
- Write the project requirements in a clear, concise manner.
- Manage the project requirements and lead requirement reviews.
- Create and maintain analysis or domain models for the requirements.
- Act as a communication broker – Works with the project designers and architects to make sure their designs conform to the project requirements.
- Work with the test team to make sure the tests adequately cover the requirements.
- Run the User Acceptance tests.
- Post-delivery support till the stability.

Key Skills & Requirements:

- Preferred those having experience in related internships.
- Superior presentation and communication skills, written and verbal as well as excellent listening skills.
- Technical skills are required to understand client requirements & developing technical solutions by defining, analysing, and documenting those requirements. should be well-versed in the data handling part also.
- Flexible enough to mould oneself to work independently or in the group as well as to be a leader or follower as the situation requires.
- A self-starter and a tenacious individual that is not afraid of taking new initiatives and sometimes rejection.
- Your day will consist of high-volume meetings & e-mailing.
- Passionate about disruptive & new-gen technologies and their implementation.

What's on Offer

1. Opportunity to work with top professionals and experts in a mission mode, to lead and contribute to the creation of a Global company.
2. Create value for the customers, engage with top Global brands and CXOs, and help them experience the Future of Sales.
3. Be a part of Wealth Creation and earn extraordinary financial benefits as a part of the ESOP plan, specially designed for high performers.