# E-commerce Selling Simplified
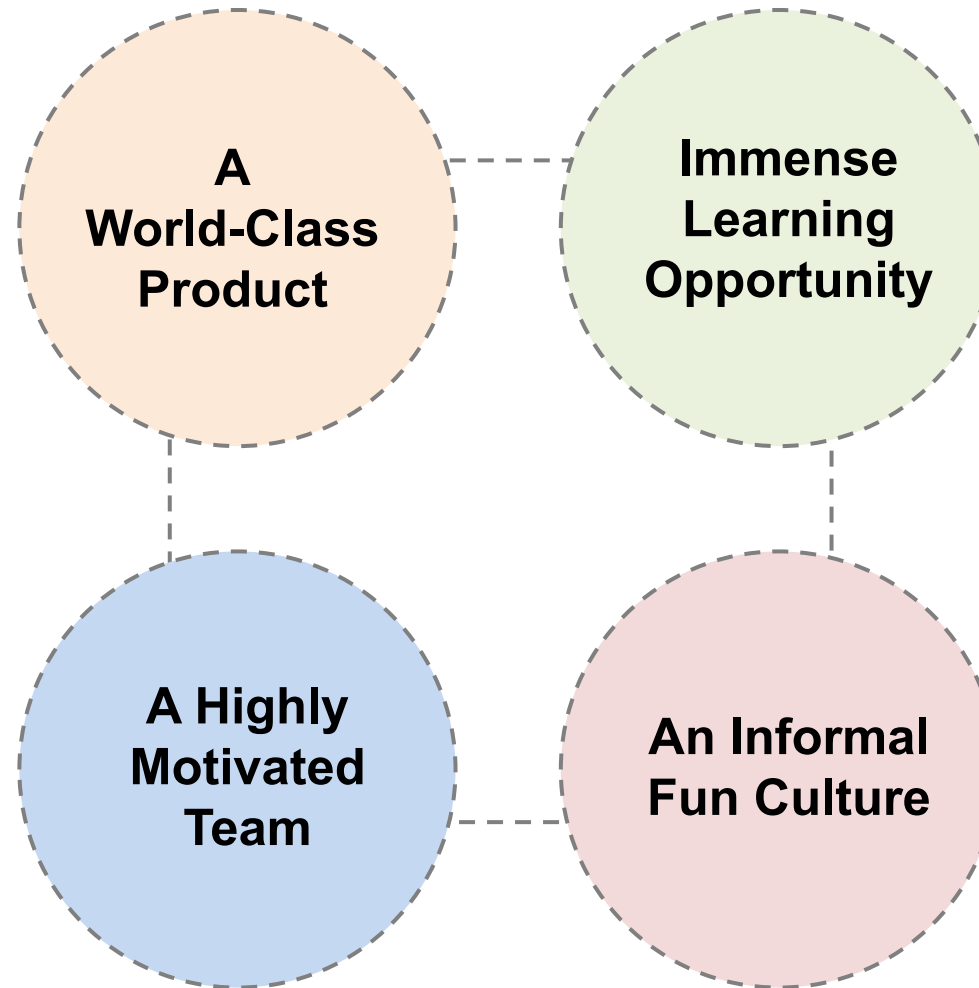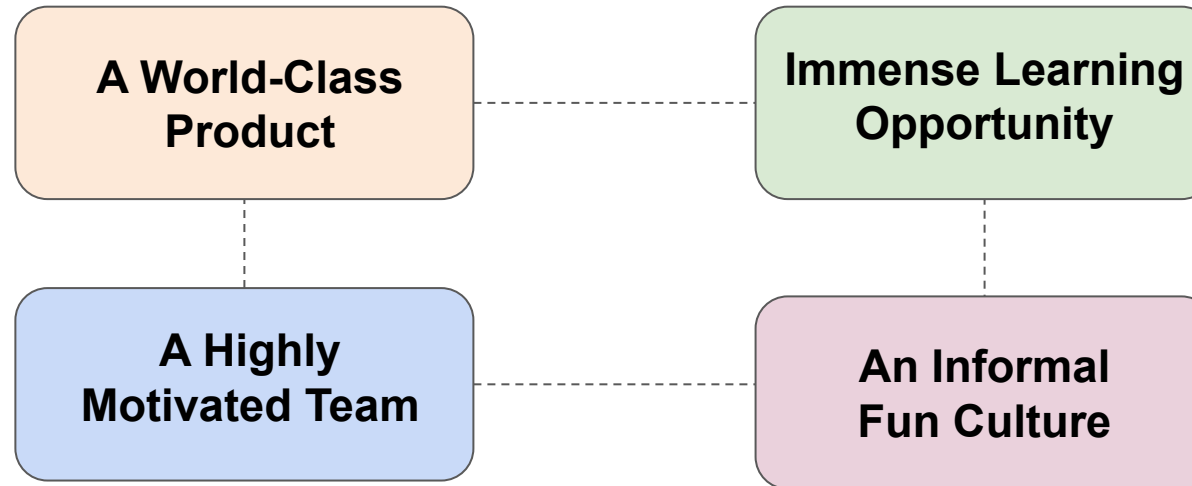
Higher Sales | Lower Operating Costs | Hassle-free Management

# Why Should You Consider Us?

A World-Class Product

Immense Learning Opportunity

A Highly Motivated Team

An Informal Fun Culture

# Why Should You Consider Us?

| | |
|---|---|
| **A World-Class Product** | **Immense Learning Opportunity** |
| **A Highly Motivated Team** | **An Informal Fun Culture** |

- ❏ Develop systems to deal with high-volume e-commerce workloads. Moreover, we process close to 20% of Indian e-commerce volume -- around 1 million order items per day, amounting to $US 5+ Bn GMV annually.

- ❏ Work on tough distributed system problems (multi-tenancy, distributed coordination, engineering for high availability under varied workload patterns) in a large-scale environment comprising more than 400 AWS nodes.

- ❏ Contribute to the evolution of our product portfolio atop our high-performing SaaS platform. Furthermore, we enable sellers & enterprises to automate their e-commerce operations via a suite of products.

- ❏ Work in a tight-knit high-performance team, alongside strong problem solvers from a variety of industries, and take end-to-end ownership of services and components.
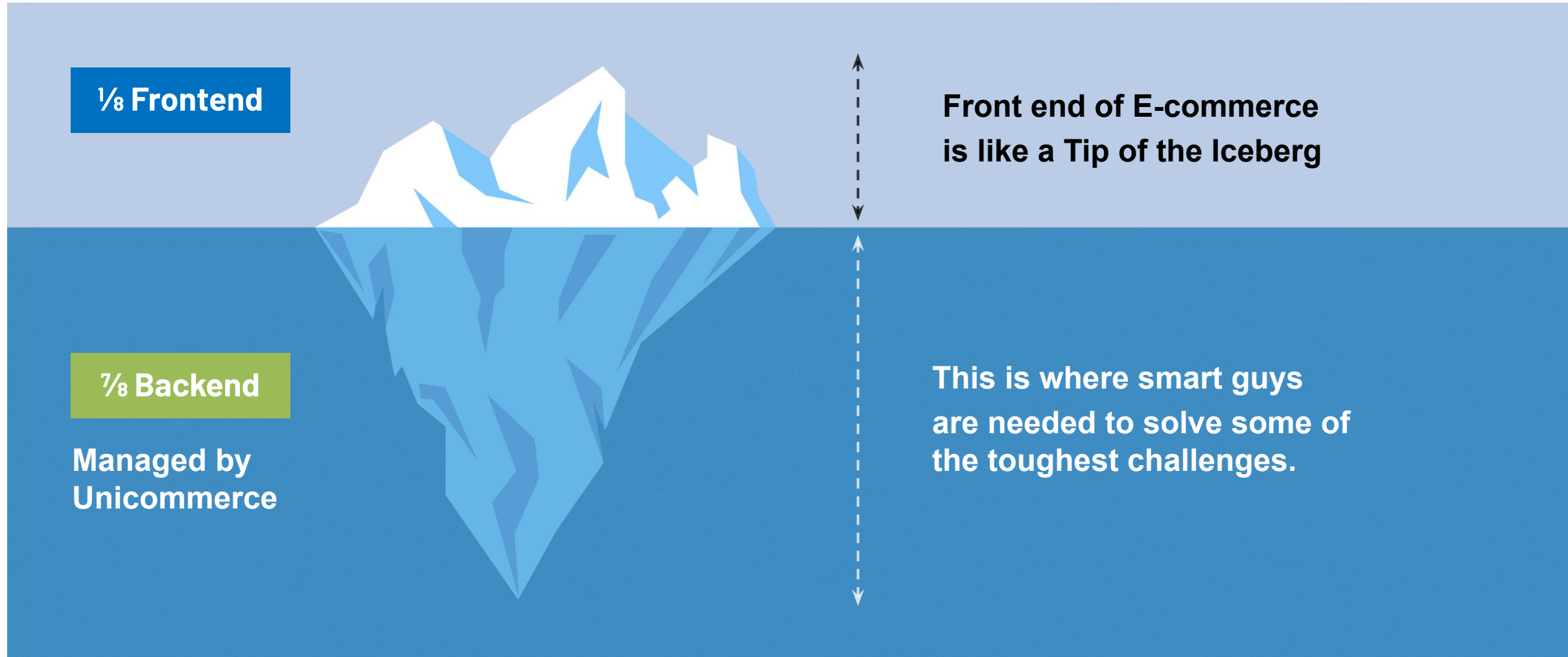
# A World Class Product

# Ecommerce
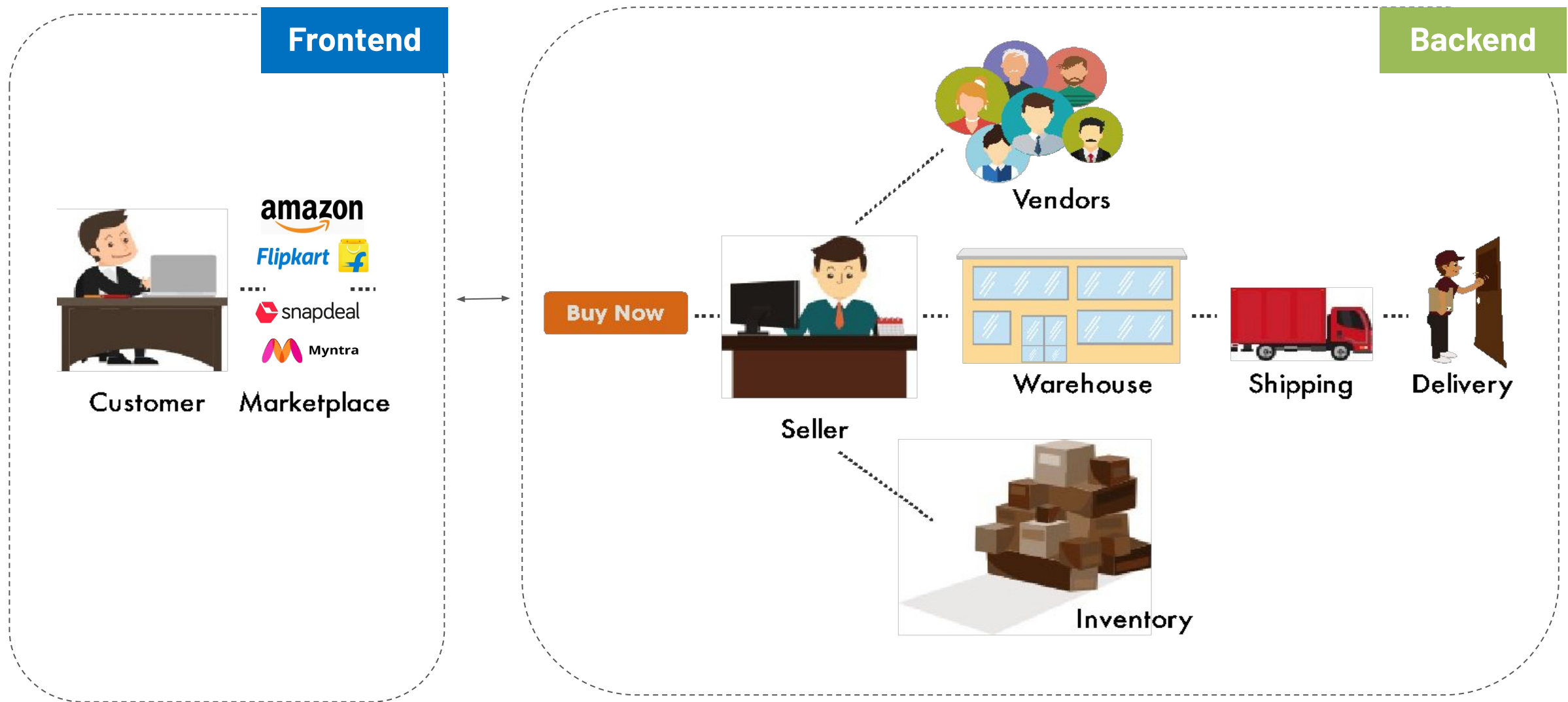
# Unicommerce Solving the Backend Puzzle Technologically will Drive the Next Big Wave of Growth
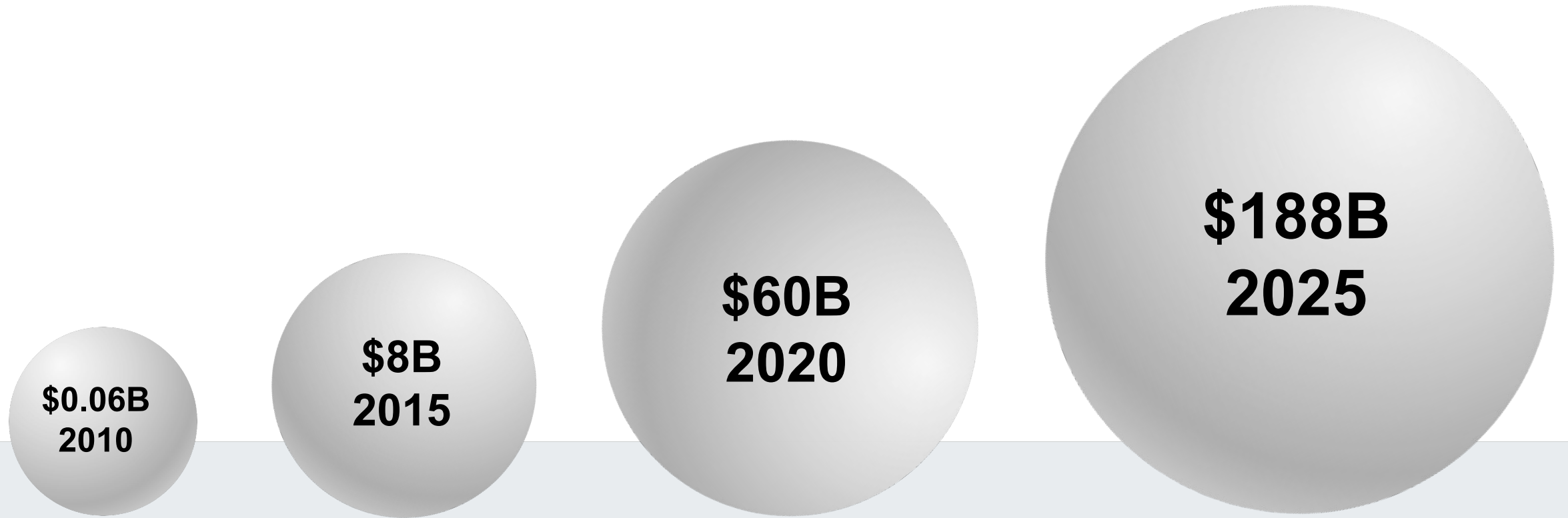
**⅛ Frontend**

**⅞ Backend**

**Managed by Unicommerce**

**Front end of E-commerce is like a Tip of the Iceberg**

**This is where smart guys are needed to solve some of the toughest challenges.**

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# We are Driving the Next Wave of Innovation in Ecommerce Backend

**Unicommerce Omnichannel Solution**

Customer picks up the product from the local store

**Customer ordering a dress from an online brand store**

**Product added to the cart and payment is made**

**Unicommerce routing the order to the local store for fulfilment**

**Customer Receives the product from local store**

**Unicommerce share the order details with local store**

With Unicommerce Omnichannel Solution

**1 Mn data points per day**

**Results in with nanoseconds**

**99% Accurate results**

# We all Know Ecommerce has been a Growth Story!
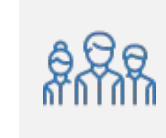
$0.06B
2010

$8B
2015

$60B
2020

$188B
2025

Does not include online travel

Source: retail.economictimes.indiatimes.com

# We are a Critical Component in this Growth Story!

**Our mission is to connect and optimize the ecommerce for brands, retailers, manufacturers, wholesalers, distributors...all of them.**
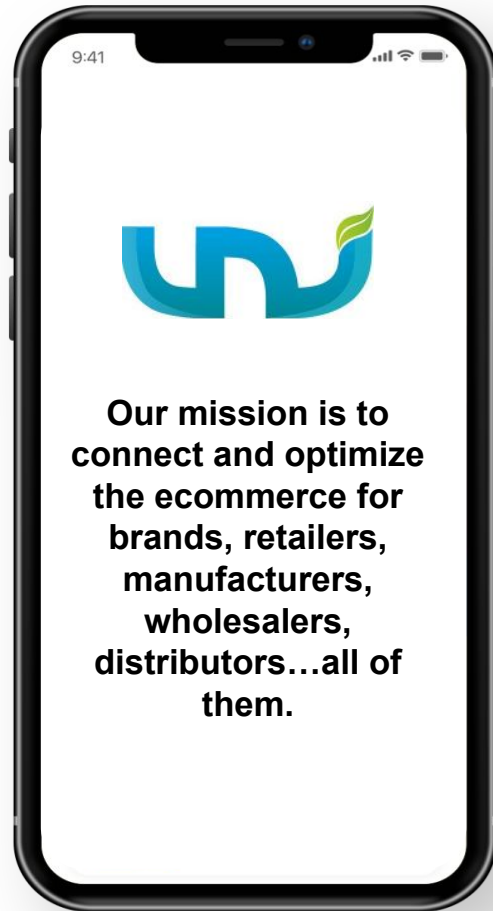
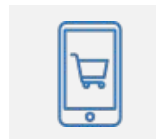**400 Mn+ Transactions**
*US$ 4 Bn+ GMV processed annually*

**15,000+ Clients**
*Retailers, E-Commerce Companies, Brands, SMEs*

*Catering to* **18-20%** *of E-Commerce in India (Dropship)*

*Presence across Middle East, SEA, Africa & SA*

**4+** *Years average customer tenure;* **90%+** *retention*

**250+** *Employees; Lean & Swift Team*

# Our Clients
*Thousands of brands trust Unicommerce as their preferred E-commerce Technology Partner*

**Fashion & Apparel Industry**

| | | | | | |
|---|---|---|---|---|---|
| Myntra | Being human | GINI & JONY | JACK & JONES | amanté dare to be | W |
| global desi | VERO MODA | HOUSE OF ANITA DONGRE | MARKS & SPENCER | VERO MODA | FOREVER NEW |

**Beauty & Personal Care**

| | | | | | |
|---|---|---|---|---|---|
| RICHFEEL | SUGAR | plúm be good | mamaearth | RENÉE | VI-JOHN |

**Footwear Industry**

| | | | | | |
|---|---|---|---|---|---|
| action | adidas | METRO SHOES | BIRKENSTOCK | campus | LIBERTY FASHION IS COMFORT |

**& many other industries like FMCG, Health & Pharma etc. explore all here**

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# Client Testimonials *Our Clients are our proud Brand Ambassadors*
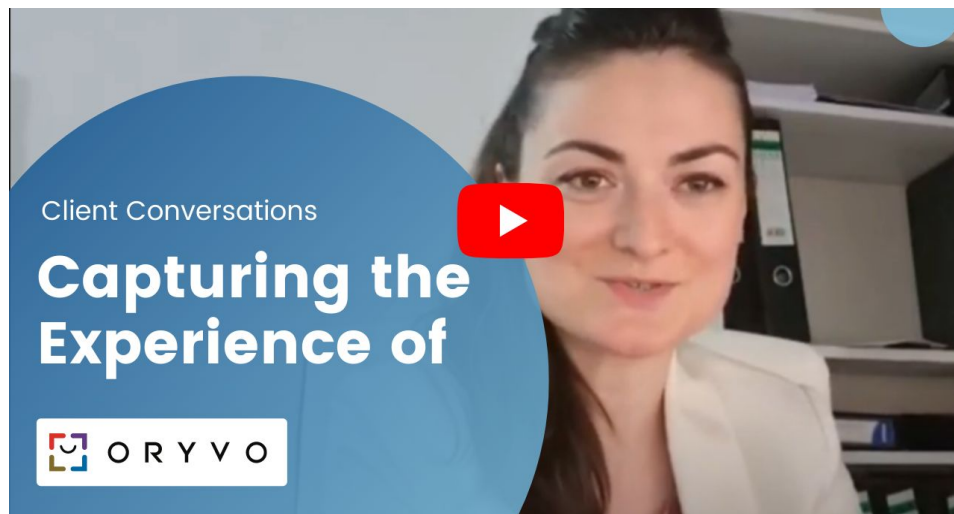


**Check out more testimonials here**

# Immense Learning Opportunity

## *Our Product is Backed by an Exhaustive Tech Stack*

| | | | |
|---|---|---|---|
| git | Angular6/Ionic4 | Java/J2EE | MySQL |
| maven | javascript | Spring | MongoDB |
| Jenkins | MVC framework for | Hibernate | ElasticSearch |
| Grunt/Bower | javascript | HazelCast | ActiveMQ, Kafka |
| AWS | Android/Firebase | Apache-Velocity | S3/Glacier, ELB |

*Learning from the Peer Group is Immense!* *Best Brains from these places have come together to create Unicommerce*

## Campus

- IIT Delhi
- IIT Roorkee
- IIT Kanpur
- IIM A

- IIM B
- NSIT
- NITs
- BITs

## Past Experiences

- Amazon
- Microsoft
- Snapdeal
- Yatra.com
- OYO

# A Highly Motivated Team

## Our Glassdoor Rating

4.2 ★★★★☆ ⌄

86% Recommend to a Friend

86% Approve of CEO

Kapil Makhija
39 Ratings

Our review speaks about the work-life balance, immense learning opportunity and high quality work

- Our Average Employee Tenure is 2.5 Year
- More than 25% of our Team Members are 3 + Year old in the organization
- Our Happiness Index is 59 - Anything above 50 is considered as Excellent as per industry standard

- We are an equal opportunity employer
- We are currently a team of 250+  highly motivated members
- We have 32% women leading & executing in various roles and across functions

# Leadership Team

**Kapil Makhija**
**CEO**

IIT then IIM, Joined as a Director and now a CEO. Strategist of Unicommerce, who has successfully taken Unicommerce to new heights and opened the gates for new dimensions and global expansions.

**Bhupinder Garg**
**CTO**

IIT, then Technology Director, now a CTO. He leads the Unicommerce product vision and technology strategy for simplifying supply chain industry.

**Sanjeeb Padhee**
**Sales Head**

A result oriented professional with laser sharp focus on generating business revenue and new clients for Unicommerce. A strong believer of consultative selling keeps him close in contact with his clients.

# Leadership Team

**Girish Poojari**
**Finance Head**

Girish is an Ecommerce veteran with a through knowledge of Accounting, Budgeting, Automation and Operational activities. His expertise in Financial Reporting and Commercial Acumen has taken him a long way.

**Prateek Mahajan**
**Operations Head**

IIM, then an entrepreneur, now Operations Head. His eye for detail & ability to handle adverse situations with a calm head makes him a popular leader. He has been working in and building startups, primarily with leading e-commerce companies.

**Ankit Jain**
**Technology Head**

Technology leader who has a strong bias towards innovation and relentless customer focus. He loves to execute, innovate and transform teams into being high performance.

# An Informal, Fun Culture
## FOCUS - Our Value System

**F** — **FUN@WORK**

We create a workplace that has happier employees driving customer delight and flourishing businesses

**O** — **OWNERSHIP**

Our philosophy is to take lead without waiting for others to act, and thus earning trust by doing the right thing

**C** — **CUSTOMER OBSESSION**

Our decisions are influenced by our customer feedbacks and we strive for building long term relations with our customers
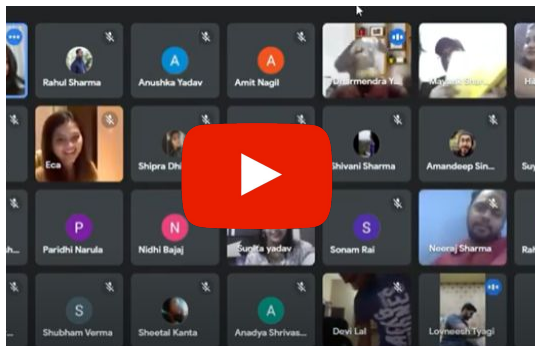
**U** — **UNCOMPLICATE**

We believe in simplifying our thinking, communication & processes at all times for effective collaboration

**S** — **SPEED VS DEEP DIVE**

We believe in striking a fine balance between having to do things quickly versus taking a step back to think of the right approach



**Diwali Celebration with Team**

**Unicommerce completes 8 years!!**

**Offsite Trip to PhoolChatti**

**9 Successful Years of Unicommerce**

# And We are Profitable…!

**Most preferred choice of retail brands and e-commerce companies in India with 20% market share**

# Join the Team

Reach Out to the Recruitment Team Now
[HRteam@unicommerce.com](mailto:HRteam@unicommerce.com)