

B2B IT Sales Executive

Software demos & vendor onboarding

LOCATION Fully remote · India	TYPE Full-time	PROBATION 3 months
FIXED PAY ₹15,000–18,000/mo	INCENTIVE ₹500–800 per sale	

ABOUT US

Aghosham is an event-services platform in Kerala — caterers, decorators, photographers, makeup artists, venues and more. Vendors list with us for free. We also sell them software: a bookings hub that handles their enquiries, bookings, quotes, invoices and payments in one place.

Selling that software is this job. See it for yourself at aghosham.in/crm.

THE ROLE

You talk to vendors who have already signed up with us, show them the bookings hub over a video call, and get them onto a paid plan. Warm leads, not cold calling — these are business owners who already know us.

The job is fully remote. Every demo, follow-up and handover happens over a video call — there are no field visits.

WHAT YOU'LL DO

- 1 Call new vendors, understand their business, and get their store set up properly — full profile, and at least ten products or packages listed. A half-empty store demos badly and sells nothing.
- 2 Book and run a screen-share demo of the bookings hub — walk them through how it handles their enquiries and payments.
- 3 Follow up until they decide. Most vendors take three or four conversations, not one.
- 4 Work the enquiries your vendors receive — chase the vendor to respond, and mark every enquiry's state in the hub: quoted, won, lost or dropped. An enquiry nobody marked is an enquiry nobody closed.
- 5 Keep every conversation logged, and post daily updates to the team on Slack.

ONCE A VENDOR SIGNS UP

Every vendor you take on carries the same jobs, whether or not they end up buying.

RESPONSIBILITY

WHEN

Profile complete — logo, cover photo, description, contact, service area	Before the demo
At least ten products or packages live, with photos	Before the demo
Demo run — full screen-share walkthrough of the bookings hub	First week
Enquiries chased and marked quoted / won / lost / dropped	Within 48 hours

YOU NEED

- **Fluent Malayalam.** Almost every call happens in Malayalam. Working English for internal updates.
- **Real computer proficiency.** Not negotiable — the whole job happens on a screen. Browser, files, spreadsheets, a video call and the hub open at once.
- **Your own laptop and stable internet.** Demos can't be run from a phone.
- **A quiet place to take calls.** Remote means your setup is the office — vendors should hear you, not the room.

SKILLS THAT MATTER

- **Explaining software to non-technical people.** Our vendors run kitchens and studios. "Conversion report" means nothing to them — "how many quotes turned into money" does.
- **Active listening.** Let the vendor describe how they handle bookings today. The pitch writes itself out of that.
- **Relationship building.** These vendors stay with us for years. You're the face they remember.
- **Patience for follow-ups.** The sale is made on the fourth call, not the first.
- **Working a CRM.** Every call, note and next step logged the same day. If it isn't logged, it didn't happen.
- **Spreadsheets.** Excel or Sheets — filter, sort, keep a tracker honest.
- **Product knowledge.** You'll know the bookings hub better than the vendor ever will.
- **Lead prospecting.** Leads come warm from us, but the good ones also spot vendors nobody has approached yet.
- **Problem solving.** Photos won't upload, pricing doesn't fit the form — you work it out or know who to ask, same day.
- **Time management and reliability.** Forty-odd vendors at different stages, and calls that happen when you said they would.

HELPS, BUT NOT REQUIRED

- You've sold software to small businesses before — IndiaMART, Vyapar, Zoho, Petpooja, DotPe or similar.
- You know the event industry in Kerala.

PAY

COMPONENT	DETAIL	AMOUNT
Fixed	Monthly, paid regardless of sales	₹15,000–18,000
Incentive	Per vendor converted to a paid plan	₹500–800
Typical total	At around eight conversions a month	₹20,000–22,000

Fixed pay depends on experience. Incentives are paid once the vendor's second month is collected.

The first three months are a probationary period. Pay and incentives are the same throughout it — we sit down at the end of the third month and confirm the role.

HOW WE HIRE

One short call, then a practical round: we give you access to the bookings hub for twenty minutes and you demo it back to us. No written test, no aptitude round. If you can sell it, you're hired.

APPLY

Apply at aghosham.in/careers, or email contact@aghosham.in with your CV and one line on the last thing you sold.