

Job Description

Head of Vendor Acquisition

Head of Vendor Acquisition would be responsible to lead MarketBills Vendor Acquisition Strategy, which at a high level includes Vendor Acquisition, Vendor Retention, Vendor Development, Vendor Experience, Vendor Risk Appetite Strategy, Vendor Education and Vendor Value Management.

The person would serve as an expert on development of long and short-range strategic Vendor acquisition plans for the company's growth.

The person will be responsible for driving growth and revenue from Vendors across product lines. In addition to organic growth, this position will develop relationships with channel partners to meet Vendor acquisition targets as required. As a subject matter expert (SME) guides senior executives on the potential direction of growth markets.

- The role would be reporting directly to the CEO of MarketBills and would be based in NCR Region.
- The jobholder would be responsible to setup and expand the team across India and in international markets.
- Engage with multiple stakeholders including Government, Channel Partners, Regulators and other internal teams.
- Closely work with Risk & operations team for smooth vendor onboarding.
- Responsible for market research, analysis and development of strategic insights based on environment/ country knowledge
- Develop creative, innovative business models and approaches that result in the capture of new business for MarketBills.
- Ready to travel on need basis both within India and out side India.
- Other tasks and duties as assigned by management.
- Assist in day-to-day operations of the office as required.
- Execute 'Special projects' as assigned.

All information provided will be checked and may be verified.

Experience/Skills Requires

- 5-10 years Experience in business development or corporate sales in Financial Industry.
- Candidates must be legally authorized to work in India.
- MBA/Business Development graduation or post graduation degree.
- Understanding of supply chain and working capital.
- Understanding of existing financial instruments in Indian Market
- Should already have a network of SME/MSMEs/Blue Chips Companies
- Motivated, Self Start, Ready to work in startups, Understands the opportunities and risk of startup