



Daraz is South Asia's leading online shopping and selling platform present in Sri Lanka, Bangladesh, Pakistan, Myanmar & Nepal. We currently operate an ecosystem of over 115,000 sellers, serving 5 million plus consumers with more than 20 million listed products. In 2018, Daraz was acquired by Alibaba Group & we are proud to carry our part of the mission to 'make it easy to do business anywhere'. We are leveraging Alibaba's global leadership in technology, online commerce, mobile payment & logistics to drive growth in our markets. Together with Alibaba, we are ready to empower entrepreneurs in the region & fulfil our promise to offer our customers the best selection of trusted products with a high level of convenience. Our Organization is characterized by smart talent with lots of energy & innovation. We have a culture which is extremely performance oriented, data driven & believe in letting the best people & ideas grow. For further growth, we seek new team members for the post of:

## Vendor Acquisition Executive

### JOB ROLE

- To add and source products as per Daraz standards.
- Shoot images and assist the product team.
- Work on potential sellers who have large number of Assortment, Big Brands or Unique Products.
- Follow up on leads generated by sales calls/ visits.
- Produce many cold calls per week with little to no supervision with a sense of urgency and sincerity.
- Set and follow through with many appointments per week with no issues.
- Analyses qualitative and quantitative data and identifies performance improvement opportunities for sellers.
- Manage extremely complex activities, board scope and long implementation.

### JOB REQUIREMENTS

- Minimal educational qualifications: GCE O/Ls is a must.
- Following a Bachelors in Business Management or following an equivalent relevant qualification in CIM / SLIM.
- Excellent communication skills in English, Sinhala and Tamil.
- Proficiency in MS office (Especially Excel) and Google Applications.
- Prior experience in relevant field would be an advantage.
- Willing to take part and travel out for seller campaign activities and programs.
- Entrepreneurial mentality and the ability to work independently.
- Highly motivated and able to demonstrate strong academic and professional experience.
- **Working locations: Colombo.**



If you feel ready to take up the challenge, please forward your resume along with a recent photograph, cover letter and details of two non-related referees to [hiring@daraz.lk](mailto:hiring@daraz.lk) with the post applied for mentioned in the subject line.

Daraz is an Equal Opportunity Employer.