

Roles & Responsibilities

- Meet prospective clients, execute effective product demonstrations, emphasizing product features and benefits with focus on the value of the solution
- Consult with physician practices to understand practice workflow needs and expectations
- Prospect, educate, qualify, and generate interest for Sales Opportunities
- Develop and accomplish a lead generation plan including Outbound and Inbound prospect management
- Follow up with prospective clients and should be an expert in closing deals
- Attending sales group meetings concerning sales targets, forecasts, and reporting on market situation and competition
- Participating in conferences, representing the company for brand awareness
- Maintaining and expanding the database of prospects for the organization
- Providing suggestions to improvise on sales and marketing strategies

Skill requirements

- Tech savvy, highly motivated, self-starter, team player
- Exceptional verbal and communication skills
- Unquenchable thirst to learn and grow
- Loves to travel, meet people and has excellent presentation skills
- Should be honest, trustworthy and assertive
- Excellent time-management skills
- Decision maker, problem solver, creative thinking skills
- Highly proficient in MS Office

Benefits at Practo

- Young, fast paced and competitive environment
- Part of a focused, hard working team, helping improvise on sales objective and strategies as you grow
- Good incentive structure, at par with industry standards
- Excellent training and support system
- Peers and leaders that inspire motivate and innovate

About Practo

At Practo Technologies we have one aim - Better Patient Experience. Everything we do is for that reason. Be it our B2B products or our B2C service.

Our flagship product, Prato Ray is an easy to use software that helps more than 35,000 doctors across India manage their practice efficiently and serve their patients better.

With Practo Search, we empower patients to make an informed decision when they choose a doctor.

We have many challenges in our path. It is no secret that the healthcare industry has been a mess for too long. Doctors and patients face hassles in scheduling appointments, managing records, timely communication. Sometimes no one knows what's going on! We want to fix that.

Our Culture

Everyone is an intrapreneur

We don't have managers for people, we have freedom to do we do best. If anyone of us has an idea - we take it up, own it and complete it.

We are trying to make a difference

At every point we know that what we are creating is going to affect thousands of doctors and millions of patients. It is this power to impact that drives us.

We don't clock in hours

We work because it is important. Because we like what we do. Because we believe in the outcome. And that is why we give it our all.

Performance is all that matters

Not age, experience, certificates or degrees. Here, our work does the talking.

We are students for life

We are all learners. We seek knowledge and share it enthusiastically. Our doors are always open. So much so that we even have our own Practo Academy.

We are inspired by each other

Our passion for work is contagious. And we look up to each other for the dedication we have, the knowledge we possess and share, for our contribution, across departments.