

Biller Onboarding - Sales

- Location - Delhi & Mumbai
- Experience - Minimum 2 years in sales, preferably in the payments or fintech/ Banking industry

Company Description

plutos ONE is India's youngest TSP for the Bharat Bill Payment System. We also operate India's largest Incentive Platform for Banks and Networks since 2010.

Roles and Responsibilities:

- **Biller Acquisition:** Identify and target potential billers (utility companies, service providers, etc.) for onboarding onto the Bharat Bill Payment System (BBPS) platform.
- **Sales and Business Development:** Develop and implement sales strategies to pitch BBPS solutions to billers, addressing their needs and demonstrating the value of our platform.
- **Client Relationship Management:** Build and maintain strong relationships with potential and existing billers, ensuring smooth onboarding and ongoing satisfaction with our services.
- **End-to-End Onboarding:** Manage the complete onboarding process for new billers, from initial contact to contract finalization, documentation, technical integration, and go-live support.
- **Revenue Growth:** Drive revenue growth by expanding the portfolio of billers, increasing transaction volumes, and maximizing engagement with the BBPS platform.
- **Market Research & Competitor Analysis:** Continuously analyze market trends, competitor offerings, and biller needs to adjust strategies and improve onboarding processes.
- **Collaboration with Internal Teams:** Coordinate with technical, legal, and operations teams to ensure seamless integration of billers, and address any onboarding-related challenges.
- **Target Achievement:** Consistently meet or exceed sales targets for biller acquisition, maintaining a strong pipeline of potential clients.
- **Client Training & Support:** Provide necessary training and guidance to newly onboarded billers on how to use the BBPS platform effectively, ensuring smooth operations post-onboarding.
- **Reporting & Feedback:** Prepare regular sales reports, update management on the progress of biller onboarding, and provide feedback to improve the onboarding process.

Desired Candidate Profile:

- Minimum 2 years of sales experience, preferably in fintech, payments, or banking industries.
- Proven track record of successful client acquisition and onboarding.
- Strong understanding of payment systems, bill payments, and related technologies (BBPS knowledge is a plus).
- Excellent communication, negotiation, and relationship-building skills.
- Ability to manage multiple projects and clients simultaneously.

- Proactive and results-oriented with a strong focus on achieving targets.
- Team player with the ability to work closely with internal teams for successful onboarding.