# Operations Executive

## About us

GRG India is a SAAS company providing products in incentive and reward management. Our SAAS product - "My Incentives" helps companies engage and incentivize their Sales teams, customers, and channel partners. Our clients include some of India's top brands across BFSI, FMCG, Construction, IT, Agro Chemicals, and Automotive industries.

'My Incentives' is a b2b, no-code enterprise SaaS product. We automate the end-to-end sales and channel incentive process, typically for large companies with 2,000+ member strong frontline and channel sales teams.

Specifically, we keep our clients' brands and sales top of mind for the sales and channel sales reps via:

1. Automating the admin hassle of executing and calculating sales incentives Our sophisticated, real-time engine ingests and transforms the data and calculates incentives in real time
2. Gamifying and motivating front line and channel sales teams
3. Providing visibility to the regional sales leadership
4. Driving zero leakages and zero fraud in incentive payouts

3 best things about the job

- Play an integral role in ensuring success for program performance
- Actively identify development opportunities for yourself to ensure Performance Excellence
- Build strong relationships with internal departments to ensure understanding of proposition

Responsibilities of the role

- Execution of program deliverables in coordination with the client and internal stakeholders – as per agreed SLAs and quality expectations
- Managing complex program data and MIS
- Daily program related activities throughout the program life cycle
- Develop and manage strong relationships with other internal departments to ensure outstanding service and solutions
- Ability to coordinate and manage multiple programs

What you will need
- Advanced level MS Excel proficiency including data analysis will be added advantage
- 1 to 2 years of experience in a similar role
- Ability to work with multiple internal and external stakeholders
- Excellent verbal and written communication skills
- Adaptability