

Job Description: Sales Executive – NFC Card Sales

Company: TechnoAce (Strategic Partner: 8om.in)

Location: Pan India (Remote / Field-Based)

Employment Type: Commission-Based (Performance-Linked Trial Period)

CTC (Post-Conversion): ₹4.0 – ₹6.0 LPA

Reporting To: Regional Sales Manager / Program Coordinator

Initial Milestone Reward: An individual will receive a Stipend of ₹5,000 upon successfully selling **10 NFC Cards. (Annexure I)**

Accelerated Performance Benefits: Additional perks and rewards will be unlocked for those who demonstrate the ability to sell more cards in a shorter timeframe. High performers may receive accelerated consideration for full-time placement, special incentives, and exclusive project roles.

About the Company

TechnoAce is a digital transformation company helping brands and businesses build their online identity through website development, branding, and digital marketing. We empower entrepreneurs and organizations with modern tech tools to create a powerful digital presence.

Our collaboration with 8om.in introduces a game-changing product: **The 8om Smart NFC Card** — a tap-enabled smart card that allows users to instantly share their contact details, social media, business portfolios, and more in one tap.

Role Overview

As a **Sales Executive – NFC Card Sales**, you will play a key role in introducing and selling our Smart NFC Cards to professionals, entrepreneurs, freelancers, and businesses across India. You will operate independently with flexible hours and location, supported by digital tools and training resources provided by the company.

Key Responsibilities

- **Sales Prospecting:** Identify and shortlist potential customers across various sectors.

- **Lead Generation:** Use personal and digital networks, social media, cold calling, and on-field outreach to find leads.
 - **Product Pitching:** Clearly demonstrate product value, ROI, and use cases via video calls, in-person meetings, or events.
 - **Sales Closure:** Drive successful conversions and track orders accurately.
 - **Customer Relationship:** Maintain client rapport, follow up for feedback and referrals.
 - **Reporting:** Submit weekly reports in the provided format (See Annexure II).
 - **Sales Target:** Sell a cumulative **300 NFC cards** to qualify for a full-time opportunity at TechnoAce.
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Eligibility Criteria

- Age: Minimum 18 years
 - Education: 12th Pass (Graduates preferred)
 - Languages: Hindi or English fluency (additional languages an asset)
 - Digital Literacy: Comfortable using WhatsApp, Zoom, Google Sheets, Email
 - Must own a smartphone with internet access
 - Preferred Traits: Self-starter, goal-oriented, persuasive, and adaptable
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Compensation Structure *(See Annexure I for Details)*

- **Performance-Based Earnings:** No fixed salary in the trial period.
 - **Stipend Incentive:** ₹5,000 stipend will be paid upon selling 10 cards.
 - **Unlimited Commission:** Earn per card sold – no cap.
 - **Fast-Track Rewards:** Sell more cards in less time to unlock exclusive benefits (bonuses, certifications, mentorship).
 - **Guaranteed Job Offer:** Sell 300 cards cumulatively to earn a full-time job offer at TechnoAce with CTC ₹4.0 – ₹6.0 LPA.
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Post-Conversion Benefits

- Fixed Salary + Sales Incentives
 - Health Insurance (as per company policy)
 - Career growth across TechnoAce departments (Sales, Marketing, Product)
 - Work on strategic digital initiatives & client projects
 - Certifications, Recommendations & LinkedIn Endorsements
 - Continued Learning via Monthly Training (Annexure IV)
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Annexure I: Detailed Incentive & Stipend Structure

Sales Milestone	Reward / Incentive
10 Cards Sold	₹5,000 Stipend
25 Cards Sold in 15 Days	₹2,000 Additional Bonus
50+ Cards Sold in 30 Days	Certificate of Achievement + ₹3,000 Bonus
100+ Cards Sold in 45 Days	Priority Interview for Full-Time Role + ₹5,000 Bonus
300 Cards Sold	Full-Time Job Offer at TechnoAce (CTC ₹4 – ₹6 LPA)

Annexure II: Weekly Sales Reporting Format

You must submit a weekly Google Sheet / Excel report with the following columns:

| Date | Lead Name | Contact Number | Source (LinkedIn/WhatsApp/Field) | Status (Interested/Converted) | No. of Cards Sold | Feedback / Follow-up Required |

Report submission deadline: Every Saturday, EOD.

Format will be shared upon onboarding.

Annexure III: Client Pitching Guidelines

You will receive access to a structured **Sales Pitch Deck** and **Demo Video Script** upon selection. Essentials include:

- Introduction of TechnoAce & 8om Smart Card
- Demonstration of Card Functionality
- Benefits for Professionals & Startups
- Comparison with Traditional Business Cards
- Pricing Options & Payment Process
- Handling Objections

Demo support videos, pitch rehearsals, and client FAQs will be provided.

Annexure IV: Training & Support

All selected candidates will get access to:

- **Digital Onboarding Kit**
 - Weekly virtual training on:
 - Sales Techniques
 - NFC Technology Demo
 - Cold Calling & Emailing
 - Objection Handling
 - Real-time WhatsApp support group for doubts, ideas & updates
 - Feedback sessions with Regional Sales Managers
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Annexure V: Eligibility Criteria for Full-Time Conversion

To be offered a full-time role at TechnoAce, candidates must:

- Sell 300 Smart NFC Cards (cumulative, no time cap)
- Submit all weekly reports on time (as per Annexure II)
- Attend at least 3 out of 4 monthly training sessions
- Maintain professionalism in client communication
- Demonstrate strong customer service and teamwork

