

Practo- Job Description

Inside Sales Specialist : Ayushman Bharat Digital Mission

What if, instead of a job, you had a mission? A mission to create the future of healthcare alongside a team of brilliant, passionate people, on a canvas that touches billions of consumers around the world?

It's what we do at **Practo**.

Practo is made up of people from diverse backgrounds, united by our mission to help people around the world live healthier, longer lives by simplifying ways to be healthy. Our culture revolves around first principles thinking that leads to daring ideas and we have the freedom and opportunity to turn these ideas into reality. We are dedicated to improving healthcare access for everyone and leaving the world better than we found it.

The opportunity to be a part of India's healthcare revolution with the Ayushman Bharat Digital Mission (ABDM), launched by the Government of India to provide better, faster, and more transparent healthcare to all Indian citizens. Practo will lead the charge for the adoption of ABDM across doctors, hospitals, and consumers to help improve lives and healthcare outcomes. You will be a part of this pioneering effort to launch ABDM compliant softwares to doctors across the country, allowing them to manage their clinics, reach more patients, and maintain critical data.

Key Responsibilities

1. Execute effective product demonstrations, emphasizing product features and benefits with focus on the value of the solution
2. Consult with physician practices to understand practice workflow needs and expectations
3. Prospect, educate, qualify, and generate interest for Sales Opportunities
4. Develop and accomplish a lead generation plan including Outbound and Inbound prospect management
5. Daily reporting on Sales tools

Language skills

Must be fluent in both English and Hindi

Important Pointers:

- Should be willing to work from office on all working days
- Shift Timings - Day Shift
- 6 days working - Mon to Sat
- Tenure: 12 months on Contract
- CTC : 3LPA (2.5 Fixed + 0.5 Variable)