

## **Brain Station 23**



Dhaka, Bangladesh

**Job Title: Manager, Sales (eCommerce)**

Vacancies: 4

Office Time: [Mon - Fri: 11 AM to 8 PM]

Location: Mirpur DOHS, Dhaka, Bangladesh

Job Type: Full Time, On-site

Deadline: 07 Apr, 2026

### **Description:**

We are seeking a results-driven **Salesperson** to join our nopStation team, focusing on **enterprise eCommerce and software solutions**. In this role, you will be responsible for identifying and engaging potential clients, managing leads through our **Odoo CRM**, conducting impactful product demos, and driving successful deal closures. You will also collaborate with global partner networks, including **nopCommerce, ABP**, to expand market reach. This position requires strong communication skills, a passion for technology, and the ability to **translate complex products into business value** for clients.

Job Responsibilities

#### **1. Lead Generation & Prospecting**

- Research and identify potential eCommerce businesses, online retailers, D2C brands, and marketplace sellers.
- Generate leads from platforms such as Shopify, WooCommerce, Magento, and other eCommerce ecosystems.
- Maintain and manage leads in CRM (Odoo or similar) with proper segmentation, qualification, and follow-up tracking.

#### **2. Outreach & Engagement**

- Conduct outreach via LinkedIn, email campaigns, cold calls, and eCommerce communities/events.
- Engage with inbound leads from website inquiries, digital campaigns, and referrals to ensure timely response.
- Build strong relationships with decision-makers (Founders, eCommerce Managers, Marketing Heads).

#### **3. Sales Conversion**

- Understand client business models and propose tailored eCommerce solutions (website development, optimization, integrations, etc.).
- Conduct product/service demos and presentations aligned with client needs.
- Manage the full sales pipeline (Lead → Opportunity → Deal) within CRM.
- Negotiate pricing, close deals, and ensure a smooth onboarding experience for new clients.

#### **4. Partnership & Collaboration**

- Collaborate with e-commerce platforms, payment gateways, logistics partners, and digital agencies for joint opportunities.
- Work closely with internal teams (development, UI/UX, marketing) to ensure solution alignment and delivery excellence.
- Support co-marketing initiatives, campaigns, and partnership programs to expand business reach.

#### **5. Reporting & Optimization**

- Maintain accurate and updated CRM data for all sales activities.
- Provide regular reports on pipeline status, revenue forecasts, and conversion metrics.
- Gather market insights and client feedback to improve offerings and sales strategies.

#### **Requirements**

- 4–7 years of experience in **eCommerce Sales / Digital Commerce / SaaS Sales**.
- Strong understanding of eCommerce platforms (Shopify, WooCommerce, Magento, etc.) and online business models.
- Excellent communication, negotiation, and presentation skills.
- Ability to understand client requirements and translate them into business-driven eCommerce solutions.
- Hands-on experience with CRM tools (preferably Odoo or similar).
- Self-driven, proactive, and target-oriented with a strong focus on client relationship management.