About Capillary Technologies

Capillary provides OmniChannel Engagement and Commerce solutions that help consumer brands increase customer reach, engagement, sales and loyalty. The solution suite includes CRM & Loyalty, MartJack E-Commerce Platform, Marketing Cloud, Customer Analytics, and O2O Commerce.

Capillary connects 150 million consumers, enables 20,000+ stores and 250+ enterprise e-commerce implementations across 30 countries. Leading brands such as Unilever, Walmart, Landmark Group, Madura Fashion, Arvind Brands, Redtag, Calvin Klein, Gap, Courts, Clarks, Starbucks, Pizza Hut, and Puma work with Capillary to drive retail excellence.

Spread across 10 global offices, Capillary's 700+ strong team comes with decades of aggregated offline and online retail experience. Supported by a strong account management model, the OmniChannel Engagement and Commerce Cloud suite helps brands build delightful OmniChannel experiences, identify and act on shopper insights, improve ROI and customer loyalty and become future-ready customer companies.

Founded in 2008, Capillary is backed by Warburg Pincus, Sequoia Capital, Qualcomm Ventures, Norwest Venture Partners, and American Express Ventures.

For more information, visit www.capillarytech.com

Introduction video - https://www.youtube.com/watch?v=L2LlBuE0D-g

Roles of an Intern (Key Account Management)
No of positions: 2

The role entails the following responsibilities –

- Work closely with the Business Head to manage Key Clients and ensure world class service experience
- Understand and analyse existing business and figure out opportunities to scale it up
- Initiate and prioritize projects, track business development, cross-sell, and up-sell
- Analyses business data, financial information, and commercial needs of clients to evaluate business opportunities to reach cost effective business solutions.
- Understanding of product development methodologies and project management disciplines.

Roles of an Intern (Pre-Sales)

No of positions: 1

The role entails the following responsibilities –

- Assisting sales team in the qualification of customer needs & be responding to Request for Information / Proposal (RFI / RFP) documents
- Performing pre-sales product demonstrations & assisting in building technical and commercial proposals
- Providing inputs to Sales team on competitive landscape & new developments in CRM, loyalty, ecommerce and omni-channel domains
- Generate Collaterals, Case Studies, White Papers, etc. and assist Sales in pitch evangelism
- Build reusable collateral and contribute to the knowledge repository

Why should you join us?

- Start-ups is a buzz word these days and Capillary Technnologies falls among the top 5 SaaS based startups today.
- We have been growing strong for the past 9+ years and have made successful acquisitions such as Martjack, Sellerwox, etc. Big Data and/or Analytics is the next big thing and we are the pioneers in this industry.
- We at Capillary Technologies are passionate and dynamic in nature. Our culture rewards creativity and innovation and provides a learning ground consisting of great minds, great products and filled with opportunities for individuals to excel in their work.
- We have been growing fast as a company and we are always looking out for great talent. In fact, our growth rate has been in the top quartile for the past 2 years when compared to our peers.
- This industry is unique and we offer a high growth role for the aspiring indiviual in the Analytics space.