



## SARAL DESIGN SOLUTIONS PRIVATE LIMITED

CIN: U79400MH2015PTC265489

Registered Address: EL-107, Electronic Zone, MIDC Mahape, Navi Mumbai - 400710

+91-9029330401 | [www.saraldesigns.in](http://www.saraldesigns.in) | [contactus@saraldesigns.in](mailto:contactus@saraldesigns.in)

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### **Machine Sales Associate, Mumbai, India | Full Time**

This role is only for those who eat, breathe, sleep Sales. There's nothing in this world that makes you happier than closing the clients with best results and you do so efficiently.

Saral Designs has developed world's first automatic and compact ultra-thin sanitary napkin making machine – Swachh. With local production and distribution at a decentralized scale using Swachh, several local manufacturers can produce sanitary napkins at low cost, closer to the consumer increasing last mile access.

Your role is to identify these Rockstars who will be our production partners and will help us solve the problem of menstrual hygiene in this country.

### **Role & Responsibility**

- Meet clients, understand their needs and hand-hold them through the process of purchase and set-up of Swachh
- Have a good understanding of the Engineering behind Swachh and the business aspects of the production unit
- Handle end to end client servicing and business development all over India and abroad
- Able to structure deals and develop strong client relationships and increase revenue
- Responsible for all the revenue targets for Swachh
- Coordinate with the internal teams to execute deals seamlessly

### **Requirements**

- A commercially astute and customer focussed individual, with a solid sales track record and a proven ability to foster strong business relationship
- Candidate should ideally have an Engineering background or sales experience of hardware devices/ machines
- Start-up attitude: quick execution, self-drive and willingness to work long hours
- Strong written and verbal communication skills, able to deliver clear, concise information to partners, clients and team



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## SARAL'S GROWTH STORY

**Founded in 2015**, Saral Designs is creating a better future in menstrual hygiene and sanitation using product design, machine technology and innovative delivery mechanisms.

**Swachh** is our fully automatic patented machine technology that produces affordable, ultra thin sanitary napkins at a decentralised set-up.

### Saral at a glance

**18 production units** in 8 States of India, Namibia, Bangladesh, Rwanda, South Africa & Bhutan

**8000 girls** reached through Menstrual Hygiene Programs

**6 million pads** produced using Swachh machines

## AWARDS WON BY SARAL

- Outlook Innovation India Award 2019
- Government of Maharashtra Innovative Startup Award 2019
- Winner, Maharashtra Startup Week 2018
- Winner, Wharton India Startup Challenge 2018
- Winner, Women Entrepreneur Quest, Anita Borg Institute 2017
- UBS Venture Labs 2017
- Winner, Acumen Global Emerging Leaders Award 2017
- Winner, National Entrepreneurship Awards 2016 by Ministry of Skill Development & Entrepreneurship
- Winner, Empower 2016 Top women entrepreneurs & winners of Nasscom's 10,000 start-up



## GRANTS WON BY SARAL

- Grand Challenges Canada (Transition to Scale) 2018
- Millennium Alliance Round 5 Winner (Global Health Sector) 2018
- Yes Foundation-Yes! I am the Change Challenge 2018
- Investments by Acumen Angels and Powai Lake Ventures 2018
- ASME Top Hardware Startup (Social Good) 2017

## MEDIA COVERAGE

FORBES  
BBC WORLD NEWS  
TECH IN ASIA  
FIRSTPOST  
BUSINESS STANDARD  
CNBC AWAAZ  
THE ECONOMIC TIMES  
DNA  
TIMES OF INDIA  
THE BETTER INDIA  
YOURSTORY





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### About The Founders:



#### Suhani Mohan

SUHANI MOHAN IS THE CO-FOUNDER AND CEO OF SARAL DESIGNS, A MUMBAI-BASED START-UP PROVIDING ACCESS TO QUALITY AFFORDABLE MENSTRUAL HYGIENE PRODUCTS TO LOW-INCOME WOMEN IN INDIA USING DECENTRALIZED MACHINE TECHNOLOGY DEVELOPED IN-HOUSE.

SUHANI IS AN ACUMEN INDIA FELLOW, RECOGNIZED AS 2018'S TOP 25 TRAILBLAZING INDIAN WOMEN BY FORBES AND WINNER OF THE NATIONAL ENTREPRENEURSHIP AWARD 2016 BY MINISTRY OF SKILL DEVELOPMENT AND ENTREPRENEURSHIP.

AN EX-INVESTMENT BANKER, SUHANI HOLDS A BACHELOR'S DEGREE IN METALLURGICAL ENGINEERING AND MATERIALS SCIENCE FROM IIT BOMBAY.



#### Kartik Mehta

KARTIK MEHTA IS THE CTO & DIRECTOR OF SARAL DESIGNS. HE IS A GRADUATE FROM DEPARTMENT OF ENGINEERING DESIGN, IIT MADRAS. HE HAS WORKED AT GENERAL MOTORS INDIA FOR A YEAR AND THEN STARTED WORKING AS A MACHINE DESIGNER. HE HAS DESIGNED AND SOLD SEVERAL SPECIAL PURPOSE MACHINES IN PACKAGING INDUSTRY.

HE HAS FILED PATENTS FOR TWO DEVICES AND HAS SHOWCASED HIS PRODUCTS IN BRUNEL DESIGN SHOW, LONDON. HE HAS BEEN SELECTED AS ONE OF THE DELEGATES APPROVED BY DR. SHASHI THAROOR TO REPRESENT INDIAN CONTINGENT AT KAIROS GLOBAL SOCIETY, NEW YORK.

HE HAS ALSO BEEN SELECTED TO BE A PART OF INTERNATIONAL DEVELOPMENT AND DESIGN SUMMIT (IDDS), 2015-16.

### Further Details:

For further details, please write to us at [careers@saraldesigns.in](mailto:careers@saraldesigns.in)

To know more about us, visit [www.saraldesigns.in](http://www.saraldesigns.in)



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