

Big Basket Careers 2023 – Fast Job – Area Sales Manager Post

Hiring organization
Big Basket

Job Location

India
Remote work from: Brazil

Date posted
June 2, 2023

Valid through
31.12.2023

Base Salary

USD. 11,000 - USD. 17,000

APPLY NOW

Qualifications

Graduate, 12th Pass.

Employment Type

Full-time

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Description

Big Basket Recruitment 2023

Big Basket is currently seeking a highly motivated and experienced individual for the position of Area Sales Manager. As an Area Sales Manager, you will be responsible for overseeing the sales operations in a specific geographic area, managing a team of sales representatives, and driving revenue growth. You will play a key role in developing and executing sales strategies, building strong customer relationships, and achieving sales targets. This is an exciting opportunity to join Big Basket, a leading online grocery platform, and contribute to its expansion and success.

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Big Basket Jobs Near Me

Responsibilities:

1. Develop and implement sales strategies to drive revenue growth and achieve sales targets in the assigned area.
2. Manage and motivate a team of sales representatives, providing guidance, coaching, and training as needed.
3. Set sales targets and KPIs for the team, monitoring performance and providing regular feedback.
4. Build and maintain strong relationships with key customers, resolving any issues and ensuring customer satisfaction.
5. Conduct regular market analysis to identify new business opportunities, competitor activities, and market trends.
6. Collaborate with the marketing team to execute promotional campaigns and increase brand visibility in the area.
7. Monitor sales data and trends, preparing regular reports and presenting insights to the management team.
8. Ensure effective utilization of sales tools and CRM systems to track sales

activities and customer interactions.

9. Stay updated with industry trends, customer preferences, and best practices in the online grocery market.
10. Collaborate with cross-functional teams, such as operations and supply chain, to ensure seamless order fulfillment and customer experience.

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Big Basket Careers

Qualifications:

1. Bachelor's degree in business administration, marketing, or a related field.
2. Proven experience in sales management, preferably in the FMCG or e-commerce industry.
3. Strong leadership and team management skills with the ability to motivate and drive performance.
4. Excellent communication and interpersonal skills to build and maintain customer relationships.
5. Sound business acumen and understanding of sales strategies and techniques.
6. Analytical and problem-solving skills to identify opportunities and address challenges.
7. Proficiency in using CRM systems and sales analytics tools.
8. Result-oriented mindset with a focus on achieving sales targets and driving business growth.
9. Ability to work in a fast-paced and dynamic environment.
10. Flexibility to travel within the assigned area as per business requirements.

Important Links

Find the Link in [Apply Now](#) Button

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