

## Business Development Representative – PhonePe Recruitment 2023 In Chennai, Choolaimedu

**Hiring organization**  
PhonePe

### Job Location

Choolaimedu, 600094, Chennai, Tamil Nadu, India

**Date posted**  
June 12, 2023

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**Valid through**  
31.12.2023

### Base Salary

USD. 12,000 - USD. 17,500

**APPLY NOW**

### Qualifications

12th Pass, Graduate.

### Employment Type

Full-time

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### Description

## PhonePe Recruitment 2023

Company: PhonePe Position: Business Development Representative Location: Chennai, Choolaimedu

Job Description: PhonePe, a leading digital payments platform, is seeking qualified candidates for the position of Business Development Representative. As a Business Development Representative at PhonePe, you will play a crucial role in driving business growth by acquiring new merchant partnerships and expanding the reach of the platform. You will be responsible for prospecting, pitching, and closing deals with potential merchants. This role offers an exciting opportunity to contribute to the success of a fast-growing fintech company and shape the future of digital payments.

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PhonePe Careers

### Responsibilities:

- Identify and target potential merchants in the assigned territory.
- Prospect and generate leads through various channels, including cold calling, networking, and referrals.
- Conduct effective sales presentations and product demonstrations to merchants.
- Negotiate and close deals with merchants to onboard them onto the PhonePe platform.
- Build and maintain strong relationships with merchants to drive long-term partnerships.
- Collaborate with internal teams to ensure smooth onboarding and integration of new merchants.
- Stay updated with industry trends and competitor activities to identify new business opportunities.

- Achieve and exceed assigned sales targets and performance metrics.
- Provide timely and accurate reports on sales activities and performance.

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PhonePe Jobs Near Me

#### Qualifications:

- Bachelor's degree in business, marketing, or a related field.
- Previous experience in business development, sales, or a similar role is preferred.
- Knowledge of the digital payments industry and familiarity with mobile payment platforms.
- Strong sales and negotiation skills with a proven track record of achieving targets.
- Excellent communication and interpersonal skills.
- Self-motivated with a proactive and result-oriented mindset.
- Ability to work independently and as part of a team.
- Proficiency in local language (Tamil) and English.
- Willingness to travel within the assigned territory as required.

#### Important Links

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

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