



<https://govhelp.in/job/zomato-careers-for-freshers-latest-job-notification-area-sales-manager/>

Zomato Careers For Freshers – Latest Job Notification – Area Sales Manager

Hiring organization
Zomato

Job Location

India
Remote work from: IND

Date posted
February 9, 2024

Valid through
31.08.2024

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Base Salary

USD. 12 - USD. 22

APPLY NOW

Qualifications

12th Pass, Graduate

Employment Type

Full-time

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Description

Zomato Careers For Freshers

As an Area Sales Manager, you'll play a crucial role in expanding Zomato's reach and acquiring new restaurant partners within your designated area. You'll be responsible for building and maintaining strong relationships with restaurant owners, understanding their needs, and proposing solutions that benefit both Zomato and their business. This is a dynamic and results-oriented role where you'll have the opportunity to directly impact Zomato's growth and success.

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Zomato Careers

Responsibilities:

- **Prospecting and lead generation:** Identify and qualify potential restaurant partners within your assigned area.
- **Relationship building and management:** Develop and maintain strong relationships with restaurant owners, understanding their unique needs and challenges.
- **Sales and negotiation:** Present Zomato's offerings effectively, negotiate contracts, and close deals.
- **Onboarding and support:** Ensure a smooth onboarding process for new restaurant partners and provide ongoing support to maximize their success on the Zomato platform.
- **Target achievement:** Meet and exceed individual and team sales targets.

- **Data analysis and reporting:** Track and analyze key metrics, identify growth opportunities, and report findings to the team.

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Skills:

- Proven experience in sales, preferably within the food and beverage industry.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust easily.
- Strong negotiation and persuasion skills.
- Target-oriented and driven to achieve results.
- Ability to work independently and as part of a team.
- Proficiency in MS Office Suite and CRM tools.
- Understanding of the food and beverage industry in your region is a plus.

Tags:

zomato,zomato part time job,zomato delivery boy salary,zomato delivery boy,zomato jobs for freshers,zomato work from home jobs,zomato jobs,zomato job,zomato delivery boy job,zomato earnings,zomato delivery,zomato chat support job,how to join zomato,zomato work from home job,zomato job apply,zomato delivery part time job,zomato scam,zomato chat support jobs,zomato delivery job,zomato cycle delivery boy,zomato part time job salary

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