



<https://govhelp.in/job/zomato-careers-job-search-job-card-for-b2b-sales-specialist/>

Zomato Careers – Job Search – Job Card For B2B Sales Specialist

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

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Base Salary

USD. 14 - USD. 22

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Zomato Recruitment 2024

Are you passionate about the food industry and driven by results? Do you thrive in a fast-paced environment and enjoy building strong relationships? If so, then a career at Zomato as a B2B Sales Specialist could be the perfect fit for you!

Zomato Jobs Near Me

Zomato is a leading online food ordering and delivery platform that connects customers with their favorite restaurants. We're on a mission to revolutionize the way people eat, and we're looking for talented individuals to join our growing team.

Summary

In this exciting role, you'll play a pivotal role in expanding Zomato's B2B sales footprint. You'll be responsible for prospecting, qualifying, and converting leads into loyal clients for our innovative restaurant solutions. This includes building strong relationships with restaurant owners and operators, understanding their needs, and presenting Zomato's solutions as the perfect fit for their business growth. As a B2B Sales Specialist, you'll be a key driver in achieving our ambitious sales targets and contributing to Zomato's continued success.

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Hiring organization

Zomato

Date posted

March 28, 2024

Valid through

31.12.2024

APPLY NOW

Key Responsibilities

- Develop a deep understanding of Zomato's B2B restaurant solutions and their value proposition.
- Prospect and identify potential restaurant partners across your assigned territory.
- Qualify leads and assess their business needs and growth goals.
- Craft compelling sales presentations that highlight the benefits of Zomato's solutions.
- Negotiate and close deals with restaurant partners, ensuring mutually beneficial outcomes.
- Build and maintain strong relationships with restaurant partners, fostering long-term partnerships.
- Develop and implement effective sales strategies to achieve individual and team targets.
- Track and report on sales performance, providing valuable insights for future sales strategies.
- Stay up-to-date on industry trends and competitor offerings.

Required Skills and Qualifications

- Minimum of 1 year of experience in B2B sales, preferably in the food and beverage industry (freshers can apply).
- Proven track record of exceeding sales targets and achieving quotas.
- Excellent communication and interpersonal skills, with the ability to build rapport with clients.
- Strong presentation and negotiation skills, with the ability to present compelling arguments.
- Proficient in understanding customer needs and crafting solutions that address them.
- Excellent time management and organizational skills, with the ability to prioritize tasks and meet deadlines.
- Strong analytical skills and the ability to interpret data to drive informed decision-making.
- Ability to work independently and as part of a team in a fast-paced environment.

Experience

This role is open to both experienced B2B sales professionals and enthusiastic freshers. We value your passion for the industry and your drive to succeed. For experienced candidates, a proven track record of success in B2B sales will be highly regarded.

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Why Join Zomato?

At Zomato, you'll have the opportunity to work in a dynamic and innovative environment, surrounded by talented and passionate individuals. We offer a competitive compensation package, including:

- Competitive salary and benefits package
- Opportunity for professional development and growth
- Work in a fast-paced and exciting environment
- Be a part of a company that is revolutionizing the food industry
- Make a real impact on the success of restaurants and the lives of millions of food lovers

We foster a collaborative and supportive work environment where your ideas are valued and your contributions are recognized. You'll have the opportunity to learn from industry experts and develop your skills to become a top B2B sales professional.

Application Process

If you're looking for a challenging and rewarding career opportunity, we encourage you to apply! To submit your application, please send your resume and cover letter to

Motivate to Join

Don't miss out on this exciting opportunity to join a leading company in the food industry! As a B2B Sales Specialist at Zomato, you'll play a vital role in shaping the future of online food ordering and delivery. We offer a competitive compensation package, a supportive work environment, and the chance to make a real difference.

General Overview

Zomato is looking for a B2B Sales Specialist to join our team and help us expand our reach in the restaurant industry. In this role, you'll be responsible for prospecting, qualifying, and converting leads into loyal clients for our innovative restaurant solutions. You'll build strong relationships with restaurant owners and operators, understand their needs, and present Zomato's solutions as the perfect fit for their business growth. If you're a driven and results-oriented individual with a passion for the food industry, we encourage you to apply!

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