



<https://govhelp.in/job/zomato-careers-private-jobs-best-jobs-for-director-of-sales/>

Zomato Careers – Private Jobs – Best Jobs For Director of Sales

Job Location

Besantnagar, 600090, Chennai, Tamil Nadu, India

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Base Salary

USD. 13 - USD. 22

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Zomato Recruitment 2024

Are you a passionate and strategic sales leader with a proven track record of driving growth? Do you thrive in a fast-paced environment and enjoy building strong relationships? If so, then a career at Zomato could be the perfect fit for you!

Zomato Jobs Near Me

Zomato is a leading food technology company, revolutionizing the way people connect with food. We're a one-stop shop for everything food, from restaurant discovery and online ordering to delivery and dining out. With a presence in over 24 countries and millions of users globally, we're on a mission to ensure everyone has a great food experience.

About the Role

We're looking for a dynamic and results-oriented Sales Leader to join our growing team. In this role, you'll be responsible for developing and executing strategic sales plans to achieve ambitious revenue targets. You'll build strong relationships with key clients, identify new business opportunities, and lead a high-performing team to success.

Summary

This is a pivotal role for a passionate and experienced sales leader who thrives in a dynamic environment. You'll be instrumental in shaping the future of Zomato's sales strategy and driving sustainable growth.

Hiring organization

Zomato

Date posted

March 28, 2024

Valid through

31.12.2024

APPLY NOW

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Key Responsibilities

- Develop and implement a comprehensive sales strategy to achieve assigned targets.
- Identify and qualify new business opportunities.
- Build strong relationships with key clients and partners.
- Lead and mentor a high-performing sales team, fostering a culture of collaboration and achievement.
- Develop and deliver compelling sales presentations.
- Negotiate and close deals effectively.
- Analyze sales data and reports to identify trends and opportunities for improvement.
- Stay up-to-date on industry trends and best practices.

Required Skills and Qualifications

- Minimum 8+ years of experience in B2B sales leadership.
- Proven track record of exceeding sales targets.
- Excellent communication, presentation, and negotiation skills.
- Strong analytical and problem-solving skills.
- Ability to build and manage strong relationships.
- Deep understanding of the food and beverage industry (a plus).
- Passion for Zomato's mission and vision.

Experience

This role is open to both experienced sales leaders and those looking to take the next step in their careers. We're looking for someone with a strong track record of success in a similar role, along with the ambition and drive to make a significant impact at Zomato.

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Why Join Zomato ?

At Zomato, you'll have the opportunity to work in a fast-paced and dynamic environment, surrounded by talented and passionate colleagues. You'll be challenged to think outside the box and develop innovative solutions to complex problems. We offer a competitive compensation and benefits package, including:

- Competitive salary and bonus structure

- Comprehensive health insurance benefits
- Stock options
- Flexible work arrangements
- Opportunities for professional development and growth
- Free meals and snacks!
- A fun and collaborative work environment

We're a company that truly values its employees, and we're committed to creating a culture of inclusion, diversity, and belonging.

Application Process

If you're interested in joining our team, please submit your resume and a cover letter online. In your cover letter, please tell us why you're interested in this role and what you can bring to Zomato.

Motivate to Join

This is a unique opportunity to join a leading company at the forefront of the food technology industry. If you're looking for a challenging and rewarding career, then we encourage you to apply!

General Overview

Zomato is a company on the move, and we're looking for talented and motivated individuals to join our team. As a Sales Leader at Zomato, you'll play a vital role in our continued success. You'll have the opportunity to develop your skills, build a rewarding career, and make a real difference in the world of food.

We look forward to hearing from you!

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