



<https://govhelp.in/job/zomato-hiring-job-vacancy-jobs-in-kolkata-director-of-sales/>

Zomato Hiring Job Vacancy – Jobs In Kolkata – Director of Sales

Job Location

Lansdowne Market, 700025, Kolkata, West Bengal, India

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Base Salary

USD. 11 - USD. 20

Qualifications

12th Pass, Graduate

Employment Type

Full-time

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Description

Zomato Hiring Job Vacancy

As our Director of Sales, you'll be the driving force behind Zomato's sales engine, leading a dynamic team of professionals to achieve ambitious growth goals. You'll champion strategic partnerships, develop innovative sales initiatives, and cultivate a results-oriented culture that thrives on exceeding expectations.

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Zomato Careers

Responsibilities:

- **Visionary Leader:** Craft and execute comprehensive sales strategies aligned with Zomato's overall business objectives. Identify new market opportunities, optimize existing channels, and drive revenue expansion across geographies and segments.
- **Team Catalyst:** Build, empower, and inspire a high-performing sales team. Foster a collaborative, data-driven environment where talent flourishes and individuals exceed their potential. Cultivate a winning spirit and motivate teams to consistently achieve and surpass targets.
- **Relationship Architect:** Forge strong partnerships with key stakeholders, including restaurants, delivery partners, and strategic collaborators. Negotiate win-win deals, build long-term relationships, and leverage partnerships to unlock new avenues for growth.

Hiring organization

Zomato

Date posted

January 27, 2024

Valid through

31.08.2024

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Skills:

- **Proven track record:** Minimum 10 years of experience in leadership positions within the sales domain, preferably in the food tech or e-commerce sector. Demonstrable success in exceeding sales targets and driving sustainable growth.
- **Strategic Acumen:** Exceptional ability to analyze market trends, identify growth opportunities, and develop data-driven sales strategies. Strong understanding of the Indian food tech landscape and the competitive dynamics at play.
- **Leadership Prowess:** Proven ability to build, motivate, and lead high-performing teams. Excellent communication, interpersonal, and negotiation skills. Passion for building a culture of collaboration and excellence.

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