zomato

Zomato Recruitment 2023 – All India Jobs – Sales Analyst Posts

Job Location
India
Remote work from: Brazil

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Base Salary
USD. 13,200 - USD. 18,500

Qualifications
Graduate , 12th Pass

Employment Type
Full-time

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Description

Zomato Recruitment 2023

Zomato, a leading online food delivery and restaurant discovery platform in India, is currently offering job opportunities for the position of Sales Analyst. If you have a passion for sales and data analysis, this could be a great opportunity for you.

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Zomato Careers

Responsibilities:

1. Analyzing sales data and performance metrics to identify trends, patterns, and opportunities.
2. Preparing sales reports and dashboards to track key performance indicators (KPIs) and provide actionable insights to the sales team.
3. Conducting data-driven market research and competitor analysis to identify potential growth areas and strategies.
4. Collaborating with the sales team to understand their requirements and provide analytical support for decision-making.
5. Developing and maintaining sales forecasting models and tools to help the sales team set targets and plan sales activities.
6. Identifying areas of improvement in the sales process and recommending process enhancements or automation.
7. Assisting in sales planning and budgeting activities by providing data-driven inputs and projections.

Hiring organization
Zomato

Date posted
June 14, 2023

Valid through
31.12.2023

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8. Monitoring and evaluating the effectiveness of sales initiatives and campaigns.
9. Presenting findings, recommendations, and insights to stakeholders, including senior management.
10. Staying updated with industry trends, market dynamics, and best practices in sales analytics.

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Zomato Jobs Near Me

Qualifications:

1. Bachelor's degree in business administration, finance, statistics, or a related field. Additional certifications or coursework in data analysis or business analytics would be advantageous.
2. Prior experience in sales analysis, business intelligence, or a similar role, preferably in the e-commerce or food delivery industry.
3. Proficiency in data analysis tools such as Excel, SQL, and data visualization software.
4. Strong analytical and problem-solving skills, with the ability to translate complex data into actionable insights.
5. Knowledge of statistical analysis techniques and familiarity with data modeling and forecasting methods.
6. Excellent communication and presentation skills, with the ability to convey complex concepts to non-technical stakeholders.
7. Detail-oriented approach and high level of accuracy in data analysis and reporting.
8. Ability to work independently and collaboratively in a fast-paced and dynamic environment.
9. Familiarity with CRM systems and sales automation tools would be an added advantage.
10. A passion for the food and restaurant industry and a good understanding of the sales and marketing dynamics in the sector.

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

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