

Myntra Careers – Jobs For Freshers – Area Sales Manager Jobs

Hiring organization
Myntra

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; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted
March 30, 2024

Valid through
31.08.2024

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Base Salary

USD 14 - USD 26

Qualifications

12th Passed, Graduate

Employment Type

Full-time

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Description

Myntra Recruitment 2024

Fuel Your Passion for Fashion with a Rewarding Sales Career (Remote)

Do you have a knack for understanding customer needs and a drive to exceed sales targets? Are you passionate about fashion and excited by the dynamic world of e-commerce?

If so, then a career as an Area Sales Manager at Myntra could be the perfect opportunity for you. We're searching for talented and motivated individuals to join our growing team and play a key role in driving sales success across our diverse range of fashion products. This is a remote position, so you can work from the comfort of your own home, anywhere in India!

Why Myntra?

Myntra is India's leading fashion destination, offering a one-stop shop for everything from trendy apparel and footwear to stylish accessories and homeware. We're a passionate and innovative company, constantly striving to redefine the online shopping experience for our millions of customers. As an Area Sales Manager, you'll be at the forefront of this exciting journey, contributing to our continued growth and success.

Summary

In this results-oriented role, you'll take ownership of a designated sales territory and lead a team of virtual sales representatives. You'll be responsible for developing and implementing sales strategies, coaching and mentoring your team, and

exceeding ambitious sales targets. You'll also play a crucial role in building strong relationships with key accounts and driving customer satisfaction.

Myntra Jobs Near Me

We're looking for individuals who are passionate about fashion, possess strong leadership and communication skills, and have a proven track record of success in sales. Whether you're a seasoned sales professional or a recent graduate with a hunger to learn, we encourage you to apply!

Key Responsibilities

- Develop and implement comprehensive sales strategies for your assigned territory.
- Recruit, train, and coach a team of virtual sales representatives, fostering a culture of high performance.
- Set clear goals and track individual and team performance metrics, providing ongoing feedback and motivation.
- Build and maintain strong relationships with key accounts, identifying new sales opportunities and exceeding customer expectations.
- Conduct market research and competitor analysis to stay ahead of industry trends.
- Prepare insightful sales reports and forecasts to inform strategic decision-making.
- Collaborate effectively with cross-functional teams, including marketing, merchandising, and customer service.

Required Skills and Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- Minimum 2-3 years of experience in a sales leadership role (freshers will also be considered for exceptional candidates).
- Proven track record of exceeding sales targets and achieving revenue growth.
- Excellent communication, interpersonal, and presentation skills.
- Strong analytical and problem-solving abilities.
- Ability to build and maintain positive relationships with clients.
- Proficiency in MS Office Suite and CRM software.
- A passion for fashion and a strong understanding of the e-commerce landscape (a plus).

Experience

This role is open to both experienced sales professionals and talented individuals with a strong academic background and a demonstrably keen interest in sales and the fashion industry. Recent graduates with exceptional potential are encouraged to apply.

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Why Join Myntra?

At Myntra, we're more than just a company; we're a family of passionate individuals who are driven to make a difference in the world of fashion. Here's what you can expect when you join our team:

- Competitive salary and benefits package, including health insurance, paid time off, and employee discounts.
- Opportunity to work in a fast-paced, dynamic environment with a focus on innovation and growth.
- A collaborative and supportive work culture that values your ideas and contributions.
- Continuous learning and development opportunities to help you reach your full potential.
- The chance to be part of a company that is shaping the future of fashion e-commerce in India.

Application Process

To apply, please submit your resume and a cover letter outlining your qualifications and interest in the position. We look forward to hearing from you!

Join Myntra and Fuel Your Passion for Fashion!

This is your chance to join a leading fashion e-commerce company and make a real impact. If you're a self-motivated, results-oriented individual with a passion for fashion and sales, we encourage you to apply today!

In a nutshell, Myntra is seeking a talented and driven Area Sales Manager to lead a virtual team and drive sales success across our diverse range of fashion products. This is a remote position, offering the flexibility to work from anywhere in India. If you're ready to embark on a rewarding career in the exciting world of fashion e-commerce, we encourage you to apply!

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