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Outside Sales Representatives – Meesho Careers 2023 In Kolkata, Ballygunge

Hiring organization

Meesho

Date posted

June 2, 2023

Valid through

31.12.2023

APPLY NOW

Job Location

Ballygunge, 700019, Kolkata, West Bengal, India

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Base Salary

USD 12,000 - USD 16,000

Qualifications

12th/Graduate

Employment Type

Full-time

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Description

Meesho Recruitment 2023

Job Title: Outside Sales Representative

Company: Meesho

Location: Kolkata, Ballygunge

Job Description:

Meesho, a leading e-commerce platform, is looking for dynamic and motivated individuals to join our team as Outside Sales Representatives. As an Outside Sales Representative at Meesho, you will be responsible for acquiring new customers and expanding our customer base in the Kolkata, Ballygunge area. This is a fantastic opportunity for individuals who are passionate about sales, have excellent communication skills, and enjoy building relationships with customers.

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Responsibilities:

1. Sales Prospecting and Acquisition: Identify and prospect potential customers in the assigned territory. Conduct market research to understand customer needs, preferences, and buying behavior. Initiate contact with potential customers through various channels such as cold calling, door-to-

door visits, and networking events. Present Meesho's products and services to potential customers, highlighting their features and benefits. Convert prospects into customers and achieve sales targets.

2. **Relationship Building:** Build and maintain strong relationships with customers to ensure long-term loyalty and repeat business. Provide excellent customer service by addressing customer inquiries, resolving complaints, and ensuring customer satisfaction. Understand customer requirements and tailor Meesho's offerings to meet their specific needs. Keep abreast of industry trends and competitors to effectively position Meesho's products in the market.
3. **Sales Reporting and Analysis:** Maintain accurate and up-to-date records of sales activities, customer interactions, and sales pipeline using CRM software or other designated tools. Prepare regular sales reports and provide insights and analysis to the sales manager. Collaborate with the sales team and share best practices and success stories to enhance overall sales performance.

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Meesho Careers

Requirements:

- High school diploma or equivalent. A bachelor's degree is preferred but not mandatory.
- Proven experience in sales or customer-facing roles is an advantage.
- Excellent communication and interpersonal skills.
- Strong negotiation and persuasion abilities.
- Self-motivated and target-oriented mindset.
- Ability to work independently and as part of a team.
- Good organizational and time management skills.
- Proficiency in using technology and mobile applications.
- Familiarity with the e-commerce industry is a plus.
- Freshers with a passion for sales and a willingness to learn are encouraged

Important Links

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

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