



<https://jobfever.govhelp.in/job/swiggy-careers-2023-jobs-near-me-key-account-manager-ii-post/>

Swiggy Careers 2023 – Jobs Near Me – Key Account Manager II Post

Hiring organization
Swiggy

Job Location

India
Remote work from: Brazil

Date posted
June 28, 2023

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Valid through
31.12.2023

Base Salary

USD 14,600 - USD 22,500

APPLY NOW

Qualifications

Graduate

Employment Type

Full-time

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Description

Swiggy Recruitment 2023

Responsibilities:

Complete ownership of Gourmet Accounts maintaining a sustainable and mutually profitable growth on business. • Build a long-term strategic partnership with high-value accounts, leveraging JBPs to drive market share for Swiggy • Use data resources available across business metrics to build deeper insights for partners on a regular basis. • Manage and own complete the P&L across partners effectively. Understanding of Partner's P&L and business decisions based on the same is expected. • Manage and Coordinate Onboarding, POS integration, Menu changes, and Operational Performance metrics, and Streamline processes and systems to maximize customer experience. • Align monthly activation on consumer offerings and In-App marketing interventions in conjunction with the internal teams. • Continuously create new growth avenues for restaurants on the platform with deeper engagements. • Look to partner on Out of App marketing solutions that can propel faster growth for the brand on the platform. • Ability to resolve partner issues, and escalate to the right internal stakeholders to resolve all issues/queries effectively. • Be on top of the competitive landscape in terms of partners positioning in the ecosystem

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- 2-5 years of experience in Business Development, Sales, or Account Management.
- Proficient with MS Office suite, data analysis, presentation, and

strategy building • A competent decision-maker with the ability to develop, own and build a strategic plan for ensuring the best restaurants partner with us. • Result-oriented, data-forward, and problem-solving approach toward business. • Effective communication skills • Should be a team player, working alongside people from all walks of life • Identifies builds and uses a wide network of contacts with people at all levels internally and externally

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

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