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Swiggy Hiring In Jobs – Free Job Alert – Marketing Sales Representative In Swiggy

Hiring organization
Swiggy

Job Location

India
Remote work from: IND

Date posted
January 25, 2024

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Valid through
31.08.2024

Base Salary

USD 15 - USD 24

APPLY NOW

Qualifications

12th Pass/Graduate

Employment Type

Full-time

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Description

Swiggy Hiring In Jobs

As a Marketing Sales Representative, you'll be at the forefront of Swiggy's growth, playing a pivotal role in expanding our reach and onboarding new restaurant partners. You'll leverage your communication skills and sales acumen to build trust, negotiate win-win deals, and ensure a seamless onboarding experience for our partners.

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Swiggy Jobs Near Me

Responsibilities:

- Prospect and identify potential restaurant partners across your assigned territory.
- Develop and maintain strong relationships with restaurant owners and managers.
- Present Swiggy's offerings and value proposition, effectively addressing partner concerns and objections.
- Negotiate and close deals, ensuring mutually beneficial agreements.
- Guide new partners through the onboarding process, providing ongoing support and assistance.
- Monitor partner performance and identify opportunities for upselling and cross-selling additional Swiggy services.
- Contribute to achieving set sales targets and contribute to team growth.

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Swiggy Careers

Skills & Qualifications:

- Excellent communication and interpersonal skills, with the ability to build rapport and trust quickly.
- Strong negotiation and persuasion skills, backed by the ability to present information clearly and confidently.
- Target-driven and results-oriented, with a passion for exceeding expectations.
- Ability to work independently and as part of a team, demonstrating a collaborative spirit.
- Proficiency in MS Office Suite and basic understanding of CRM tools.
- Graduate degree in any discipline (fresher) or relevant experience in sales or marketing (preferred).

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