



<https://jobable.govhelp.in/job/airtel-careers-job-seeker-job-recruitment-for-customer-relationship-executive/>

Airtel Careers – Job Seeker – Job Recruitment For Customer Relationship Executive

Hiring organization
Airtel

Job Location

Avani Sringeri mutt, 560086, Bangalore, Karnataka, India

Date posted
March 26, 2024

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Valid through
31.12.2024

Base Salary

USD 12 - USD 22

APPLY NOW

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Airtel Recruitment 2024: Join the Telecom Revolution! (Remote Positions Available)

Do you thrive in a fast-paced environment? Are you passionate about technology and connecting people? If so, a career at Airtel as a Customer Relationship Executive could be the perfect opportunity for you!

At Airtel, we're not just a telecommunications company; we're a catalyst for change. We're revolutionizing the way people connect, offering innovative mobile services, high-speed broadband, and digital entertainment solutions across India. We're looking for talented and motivated individuals to join our team and play a key role in this exciting journey.

Why Join Us as a Customer Relationship Executive (Remote)?

In this remote role, you'll be the face of Airtel, interacting with customers throughout India. You'll play a vital role in driving sales of our mobile prepaid and postpaid plans, broadband subscriptions, and other value-added services. This is more than just a sales job; it's an opportunity to build relationships with customers, understand their needs, and provide them with the best possible solutions.

We offer a dynamic and rewarding work environment where you can:

- Make a real difference: Your efforts will directly impact Airtel's growth and success, and you'll be helping connect people across the country.
- Develop your skills: We provide comprehensive training and ongoing development opportunities to help you excel in your role.

- Enjoy a competitive salary and benefits package: We offer an attractive compensation package that includes a base salary, performance-based incentives, health insurance, and other benefits.
- Work from the comfort of home: As a remote position, you'll have the flexibility to work from anywhere in India, creating a work-life balance that suits you.

Job Summary

As a Customer Relationship Executive, you'll be responsible for promoting Airtel's products and services to a remote customer base. You'll leverage your communication and sales skills to identify customer needs, recommend appropriate solutions, and close deals. You'll also be responsible for providing excellent customer service, ensuring a positive experience for every interaction.

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Key Responsibilities:

- **Become a product expert:** Gain in-depth knowledge of Airtel's mobile plans, broadband packages, and value-added services.
- **Build rapport with customers:** Develop strong communication and interpersonal skills to build trust and establish relationships with customers.
- **Identify customer needs:** Actively listen to customers to understand their needs and usage patterns.
- **Recommend the right solution:** Offer personalized recommendations for Airtel products and services that best suit their requirements.
- **Close the sale:** Effectively present product offerings and handle objections to achieve sales targets.
- **Provide exceptional customer service:** Resolve customer queries promptly and efficiently, ensuring a positive and memorable experience.
- **Maintain accurate records:** Process transactions accurately and maintain detailed customer records.
- **Follow company policies and procedures:** Adhere to all company guidelines and regulations.

Required Skills and Qualifications:

- Minimum graduation in any discipline (freshers welcome).
- Excellent communication and interpersonal skills.
- A strong desire to succeed in a sales environment.
- Ability to work independently and as part of a team.
- Excellent computer literacy and proficiency in MS Office Suite.
- Problem-solving and analytical skills.
- Target-oriented and results-driven.
- Passion for the telecommunications industry (a plus).

Experience:

We welcome applications from both freshers and experienced candidates. For experienced candidates, a minimum of 1 year of experience in sales or customer service is preferred, particularly within the telecommunications industry.

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Why Join Airtel?

At Airtel, we offer more than just a job; we offer a career path filled with growth and opportunity. Here are some of the benefits you can enjoy:

- Competitive salary and benefits package, including health insurance, paid time off, and more.
- Opportunities for professional development and career advancement.
- A dynamic and rewarding work environment where you can make a real difference.
- A chance to be part of a leading telecommunications company that's shaping the future of connectivity in India.
- The flexibility of working remotely and creating a work-life balance that suits you.

Application Process:

Interested candidates should submit their resume and cover letter online through our careers portal. In your cover letter, please highlight your skills and experience and why you're interested in joining Airtel as a Customer Relationship Executive.

Motivate Yourself to Join Us!

If you're a passionate and results-oriented individual who thrives in a fast-paced environment, we encourage you to apply!

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