



<https://jobable.govhelp.in/job/amazon-recruitment-2024-amazon-careers-sr-sales-executive-post/>

Amazon Recruitment 2024 – Amazon Careers – Sr. Sales Executive Post

Hiring organization
Amazon

Job Location

India
Remote work from: IND

Date posted
January 4, 2024

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Valid through
31.08.2024

Base Salary

USD 11,300 - USD 18,400

APPLY NOW

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

Amazon Recruitment 2024

As a Sr. Sales Executive at Amazon, you'll be the trusted advisor and growth partner for businesses across various industries. From identifying new opportunities and tailoring solutions to crafting compelling proposals and closing complex deals, you'll wear many hats, playing a crucial role in exceeding growth targets, building lasting relationships, and transforming businesses with the power of Amazon's solutions.

Amazon Careers

Responsibilities:

- **Become the customer champion:** Deeply understand the needs and challenges of your assigned client segment, proactively identifying opportunities to leverage Amazon's diverse offerings for their growth.
- **Solution architect extraordinaire:** Craft customized solutions that perfectly align with each client's unique needs and objectives, maximizing value and demonstrating the transformative power of Amazon.
- **Deal closing maestro:** Navigate complex sales cycles, overcome objections, and effectively negotiate win-win agreements, exceeding targets and securing long-term partnerships.
- **Relationship builder extraordinaire:** Foster strong relationships with clients, build trust, and become their go-to advisor for all things Amazon, ensuring ongoing satisfaction and growth.
- **Data detective:** Analyze sales data and market trends, identify new

opportunities, and continuously refine your strategies to optimize performance and maximize client impact.

- **Presentation pro:** Deliver persuasive presentations, showcasing the value proposition of Amazon's solutions with clarity, confidence, and a compelling narrative.

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Amazon Jobs near me

Skills:

- Bachelor's degree (required).
- Minimum 5 years of experience in B2B sales, preferably within the technology or e-commerce industry.
- Proven track record of exceeding sales targets and consistently closing complex deals.
- Strong understanding of Amazon's diverse business offerings and their value proposition across various industries.
- Excellent communication and presentation skills, with the ability to tailor your message to diverse audiences.
- Strong analytical and problem-solving skills, with the ability to identify customer needs and craft effective solutions.
- Ability to work independently, manage multiple priorities, and thrive in a fast-paced environment.

Important Links

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

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