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Flipkart Careers – Work From Home Jobs – Sales officer Posts

Hiring organization
Flipkart

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

September 17, 2024

Valid through

31.12.2024

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Base Salary

USD 13 - USD 23

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time, Part-time

Description

Job Title: Sales Officer – Work From Home

Job Summary

We are seeking a highly motivated and results-driven Sales Officer to join our team at Flipkart, India's leading e-commerce platform. As a Sales Officer, you will be responsible for driving sales growth, building strong customer relationships, and providing exceptional customer service from the comfort of your own home.

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Key Responsibilities

Sales and Customer Acquisition

- **Generate new business leads and convert them into sales opportunities to meet or exceed monthly sales targets**
- Identify and pursue new business opportunities through cold calling, email marketing, and social media
- Build and maintain strong relationships with customers to ensure repeat business and positive word-of-mouth

Customer Service and Support

- **Provide exceptional customer service through phone, email, and chat to resolve customer queries and concerns**
- Respond to customer inquiries in a timely and professional manner to ensure high customer satisfaction
- Collaborate with internal teams to resolve customer issues and improve overall customer experience

Sales Strategy and Planning

- **Develop and execute sales strategies to achieve monthly sales targets and grow the customer base**
- Analyze sales data and market trends to identify opportunities for growth and improvement
- Stay up-to-date with industry trends, competitor activity, and market developments to maintain a competitive edge

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Performance Management and Reporting

- **Track and report sales performance metrics, including sales revenue, customer acquisition, and customer satisfaction**
- Analyze sales data to identify areas for improvement and develop strategies to address them
- Provide regular sales reports and insights to management to inform business decisions

Requirements and Qualifications

Education and Experience

- **Bachelor's degree in Business Administration, Marketing, or a related field**
- 1-2 years of sales experience in a B2C or B2B environment
- Proven track record of meeting or exceeding sales targets

Skills and Abilities

- **Excellent communication, negotiation, and interpersonal skills**
- Strong problem-solving and analytical skills
- Ability to work independently and as part of a team

- Proficiency in Microsoft Office and CRM software

Work Environment

- **Work from home setup with a reliable internet connection and a quiet workspace**
- Ability to work in a fast-paced environment with multiple priorities and deadlines

What We Offer

- **Competitive salary and performance-based incentives**
- Opportunities for career growth and professional development
- Collaborative and dynamic work environment
- Flexible work arrangements and work-from-home options

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