



<https://jobable.govhelp.in/job/jio-mart-recruitment-2023-24-jobs-near-me-abm-manager-post/>

Jio Mart Recruitment 2023-24 – Jobs Near Me – ABM Manager Post

Hiring organization
Jio Mart

Job Location

India
Remote work from: IND

Date posted

December 28, 2023

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Valid through

31.08.2024

Base Salary

USD 12,200 - USD 18,400

APPLY NOW

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

Jio Mart Recruitment 2023-24

Jio Mart, India's leading online grocery retailer, is searching for exceptional individuals to join our team as ABM Managers across various cities! This is your opportunity to play a pivotal role in expanding our footprint and driving business growth in your designated territory.

Jio Mart Careers

Responsibilities:

- Identify and target high-potential accounts within your assigned territory.
- Develop and implement comprehensive account plans to nurture relationships and drive business growth.
- Manage the entire sales cycle from lead generation to contract closure.
- Negotiate and finalize contracts that are beneficial for both Jio Mart and partner organizations.
- Build and maintain strong relationships with key decision-makers at target accounts.
- Develop and deliver compelling presentations to showcase Jio Mart's value proposition.
- Analyze market trends and competitor activity to identify new growth opportunities.
- Lead and motivate a team of ABM Representatives to achieve shared goals.
- Track and report key performance indicators (KPIs) to measure progress and identify areas for improvement.

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Jio Mart Jobs near me

Skills:

- Proven track record of success in B2B sales, preferably in the e-commerce or retail industry.
- Strong understanding of account-based marketing (ABM) principles and practices.
- Excellent communication, presentation, and negotiation skills.
- Ability to build and maintain strong relationships with clients.
- Data-driven approach to problem-solving and decision-making.
- Time management and organizational skills.

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

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