



<https://jobable.govhelp.in/job/meesho-careers-work-from-home-jobs-director-of-sales-posts/>

Meesho Careers – Work From Home Jobs – Director of Sales Posts

Hiring organization
Meesho

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
April 15, 2024

Valid through
31.12.2024

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Base Salary

USD 12 - USD 24

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time, Work From Home

Description

Meesho Careers

About Meesho

Meesho is India's leading social commerce platform, empowering millions of aspiring entrepreneurs, primarily women, to start their online businesses. We provide a user-friendly platform with a vast product catalog, logistics support, and marketing tools. Our mission is to democratize e-commerce by making it accessible to everyone in India.

Why Join Us as Director of Sales (Remote)?

In this pivotal role, you'll lead a high-performing sales team and play a key part in shaping Meesho's future growth. You'll develop and execute strategic sales plans, build strong relationships with key partners, and drive significant revenue generation. This is an opportunity to make a real impact on a company transforming the way people shop in India.

The Position

Meesho is seeking a dynamic and results-oriented Director of Sales (Remote) to join our growing team. You'll be responsible for leading and motivating a team of sales professionals to achieve ambitious targets. You'll develop and implement sales strategies, identify new business opportunities, and build strong relationships

with key partners. This is a remote position, offering you the flexibility to work from anywhere in India.

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Job Summary

- Lead and manage a high-performing sales team to achieve and exceed revenue targets.
- Develop and implement comprehensive sales strategies aligned with Meesho's overall business objectives.
- Identify and qualify new business opportunities, build strong relationships with key partners, and negotiate successful deals.
- Coach and mentor your sales team, providing them with the training and resources needed to succeed.
- Analyze sales data and identify trends to create optimized sales strategies.
- Oversee the sales pipeline and ensure efficient lead generation and conversion.
- Collaborate with cross-functional teams such as marketing, product, and operations to ensure a seamless sales process.

Key Responsibilities

- Develop and implement a data-driven sales strategy to drive revenue growth.
- Recruit, onboard, and manage a high-performing sales team.
- Set clear goals and expectations for your team and hold them accountable for achieving results.
- Conduct regular performance reviews and provide ongoing coaching and development opportunities for your team.
- Identify and leverage new growth opportunities within the market.
- Build strong relationships with key stakeholders and partners.
- Negotiate and close deals with clients.
- Foster a positive and results-oriented sales culture.
- Analyze sales data and reports to identify trends and opportunities.
- Develop and implement sales forecasting models to predict future revenue.

Required Skills and Qualifications

- 10+ years of experience in sales leadership, preferably in the e-commerce or B2B technology sector.
- Proven track record of exceeding sales targets and achieving revenue growth.
- Strong understanding of sales methodologies and best practices.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and manage high-performing sales teams.
- Strong analytical skills with the ability to interpret data and identify trends.
- Strategic thinking and problem-solving skills.
- Passion for e-commerce and the social commerce space.
- Ability to work effectively in a fast-paced and dynamic environment.

Experience (Fresher or Experienced)

This position is ideal for experienced sales leaders with a proven track record of success. However, we are also open to considering candidates with less experience who demonstrate exceptional talent and potential.

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Why Join Meesho?

- Be a part of a rapidly growing and innovative company that is transforming the e-commerce landscape in India.
- Make a real impact on the lives of millions of aspiring entrepreneurs.
- Work in a fast-paced and dynamic environment with a talented and passionate team.
- Enjoy the flexibility of working remotely from anywhere in India.
- Competitive salary and benefits package, including health insurance, stock options, and paid time off.
- Opportunity for professional growth and development.
- Positive and collaborative work environment.

Application Process

To apply, please submit your resume and a cover letter outlining your qualifications and why you're interested in this position.

Join Us and Make a Difference

We are looking for a passionate and driven leader to join our team and help us shape the future of social commerce. If you're ready to take on a challenging and rewarding role, we encourage you to apply!

General Overview

As the Director of Sales at Meesho, you'll play a vital role in driving our continued growth and success. You'll have the opportunity to lead a talented team, develop innovative sales strategies, and make a real impact on a company that is changing the way people shop in India. We offer a competitive compensation and benefits package, a positive work environment, and the chance to be part of something truly special.

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